

State of California

Business, Transportation and Housing Agency

**Memorandum**

**To: CHAIR AND MEMBERS**  
**Airspace Advisory Committee**

**Date: December 20, 2001**

**File: 06-FRE-168**  
**Excess Land**  
**DD 067260-01-01**

**From: DEPARTMENT OF TRANSPORTATION**  
**Right of Way – Central Region**

**Subject: Direct Sale to the City of Clovis Redevelopment Agency**

**RECOMMENDATION:**

It is requested that the Airspace Advisory Committee (AAC) reconsider and recommend for approval by the California Transportation Commission (CTC), a proposed direct sale conveyance to the City of Clovis Community and Economic Development Agency. Caltrans considers it to be in the best interest of the State to convey this excess property to the City of Clovis Community and Economic Development Agency, as the State will receive fair market value from this transaction. The City of Clovis Community and Economic Development Agency proposes to convey properties to a developer that meets their redevelopment master plan and development criteria at fair market value.

**BACKGROUND:**

This proposal was previously submitted to the AAC in October 2001. The Committee requested that the staff appraiser consider some specific concerns regarding the planned development and use by the City of Clovis Redevelopment Agency. These concerns have been addressed in the appraisal as revised, dated December 2001.

The subject excess land consists of seven parcels and contains approximately 10.67 acres. The property is very irregular in shape. It is comprised of the remnants of several acquisition parcels. Lot 1 is rectangular in shape but Lot 2 is curved along the off-ramp at the rear of the lot. Lots 5, 6 and 7 also curve along the off-ramp at the rear and are very irregular in shape. There is currently no direct public street access to Lots 5, 6 and 7; they depend on Lot 2 for their access to Clovis Avenue. The connection between Lot 2 and Lots 5, 6 and 7 is only

06-FRE-168

December 20, 2001

Page Two

about 60 feet wide at the narrowest point. There is no street access at the southerly end of Lots 5, 6 and 7.

The City of Clovis Community and Economics Development Agency, per the Master Plan by the City of Clovis which was revised on April 14, 1999, has as their ultimate goal, a commercial development which includes the entire southwest corner of Clovis and Herndon Avenues. Our parcel represents a portion of the desired property needed to revitalize that area of town. The City of Clovis Community and Economic Development Agency and City Council feel this parcel would represent a critical beginning for this portion of the development plan.

California Transportation Commission Resolution G98-22, Section 1.5, authorizes a direct sale to public agencies without calling for competitive bids. Section 2.2 states the Department of Transportation is, "...hereby authorized to sell to public agencies at their request, without call for competitive bids, at a price representing the fair market value thereof..."

The Caltrans excess parcels are valuable holdings and have been appraised by a qualified staff appraiser. The appraisal has been approved by HQ Right of Way. The highest and best use of the parcel is mixed commercial use. It has been valued at \$2,325,000.

#### ANALYSIS:

The highest return to Caltrans can be realized from this property by a conveyance to the City of Clovis Community and Economic Development Agency. The proposed transaction is a win-win proposition for both parties. Caltrans will receive full market value for several excess parcels, while the City of Clovis Community and Economic Development Agency will be acquiring a key parcel for commercial development based on their redevelopment master plan. It is therefore requested that the AAC recommend approval of this transaction to the CTC.



PHIL ACOSTA, Chief  
Excess Land  
Right of Way  
Central Region

cms

Attachments: Appraisal, maps, photos  
p:\cms\pwa\FRE168AACPresMem

Co-Rte 06/FRE-168

K.P. R10.462

E.A. 0R0002

AR# N/A

Parcel DD-67260-01-01

REVISED 12/18/01

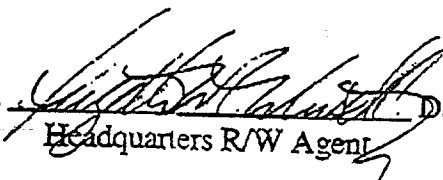
**HEADQUARTERS REVIEW CERTIFICATE**

- I certify the approved fair market value to govern negotiations and settlement is as listed in the parcel appraisal(s) following except as noted below.
- I understand the approved value may be used in connection with a Federal-aid Highway project.
- The highest and best use of the property(ies), as shown in the report is reasonable and proper.
- I and/or a qualified appraiser have visually inspected the parcel(s) to be acquired and the comparable sales applicable thereto.
- I have no direct or indirect, present or contemplated future personal interest in such property or in any benefit from the acquisition of such property appraised.
- The value conclusion of this appraisal is not a directed amount. It was arrived at freely without coercion and is based on data and analysis therein.

The approved amount is: Value: \$2,325,000.00

Exceptions and Adjustments: None

Signed



Dated

12/20/01

Headquarters R/W Agent

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
EXCESS LAND APPRAISAL TITLE PAGE  
RW 7-16 (Rev. 1/98)

REVISED 12/18/01


06/CEN Dist/Reg	FRE Co	168 Rte	R10.462 KP (P.M.)	DD 67260-01 Parcel No
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Date: July 12, 2001

The purpose of this appraisal is to estimate the value of the parcel designated on the Director's Deed map contained herein for direct sale to the City of Clovis.

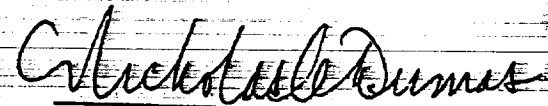
The undersigned appraised the properties contained herein and recommend approval of this report:

Appraiser

  
ROBERT D. HENRY  
Associate Right of Way Agent

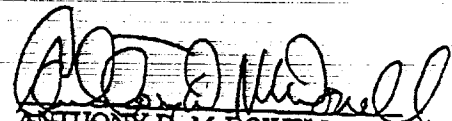
I have personally inspected this property in the field and recommend approval of the appraisal:

Senior Right of Way Agent

  
NICHOLAS G. DUMAS

The undersigned approve the appraisal of parcels designated District/Region Approved and have reviewed and recommend approval of the appraisal of parcels designated Right of Way Program Approved:

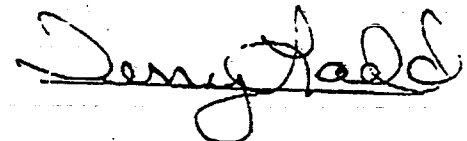
Assistant Region Division Chief,  
Right of Way

  
ANTHONY D. McDOWELL

Approval Date:

12/19/01

Support Staff:



Computer Reference File:

1Terry/Appraisals/Henry/Excess Land/67260/Revised

APPROVED

DEC 20 2001

RIGHT OF WAY PROGRAM  
BY 

<u>06/CEN</u>	<u>FRE</u>	<u>168</u>	<u>R10.462</u>	<u>OR0002</u>
Dist/Reg	Co	Rte	KP (P.M.)	Exp Auth

**SENIOR FIELD REVIEW CERTIFICATE - EXCESS LANDS**

1. I have personally viewed all subject parcels and all comparable data and am satisfied with the relative comparability noted.
2. The highest and best use of each property, as shown in the report, is reasonable and proper.
3. Gross Income Multipliers are not applicable.
4. The Cost Approach is not applicable.
5. The Income Approach to value is not applicable.
6. The amount listed for each parcel in the certificate is the market value amount approved or recommended for approval to govern negotiation and settlement.
7. I understand that such Excess Lands transaction may be a part of a Federal-Aid highway project.
8. I have no direct or indirect, present or contemplated, future personal interest in such property, nor will I derive any benefit from the resulting Excess Lands transaction.
9. The amount approved is not a directed amount; it was arrived at fairly, without coercion, and is based on a review of relevant data.

Excess Lands Parcel No.

DD 67260-01-01

Appraised Value

\$2,325,000.00

Date: 12/19/01



NICHOLAS G. DUMAS, Chief  
Right of Way Appraisals Branch

REVISED 12/18/01

06/CEN	FRE	168	R10.462	0R0002
Dist	Co	Rte	KP (P.M.)	Exp Auth

**(EXCESS LAND - MARKET VALUE APPRAISAL)**

I Hereby Certify:

That I have personally inspected the property herein appraised. A personal field inspection of the comparable sales relied upon in making said appraisal has also been made. The photographs contained in this report are representative of the subject property(ies) and comparables relied upon in making this appraisal.

That to the best of my knowledge and belief, the statements contained in the appraisal herein set forth are true, and the information upon which the opinions expressed therein are based is correct, subject to limiting conditions therein set forth.

That I understand that the appraisal may be used in connection with an Excess Lands transaction that resulted from a project constructed by the State of California with the assistance of Federal-aid highway funds, or other Federal funds.

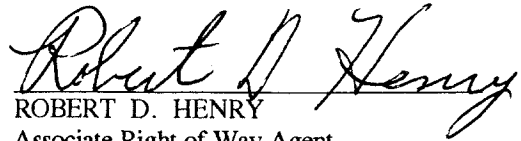
That such appraisal has been made in conformity with the appropriate State laws, Title VI of the 1964 Civil Rights Act, regulations and policies and procedures applicable to appraisal of property for such purposes.

That neither my employment nor my compensation for making this appraisal and report are in any way contingent upon the values reported herein.

That I have no direct or indirect present or contemplated future personal interest in such property or in any benefit from the property appraised, nor will I derive any benefit from the resulting Excess Lands transaction.

That I have not revealed the findings and results of such appraisal to anyone other than the proper officials of the California Department of Transportation or officials of the Federal Highway Administration and I will not do so until so authorized by State officials, or until I am required to do so by due process of law, or until I am released from this obligation by having publicly testified as to such findings.

That my opinion of the total fair market value of the parcel(s) included in this report as of the 12<sup>th</sup> day of December, 2001 is \$2,325,000.00; and that such conclusion was derived without collusion, coercion or direction as to value.

  
ROBERT D. HENRY  
Associate Right of Way Agent

12/18/01  
(Date)

State of California  
Memorandum

Business and Transportation Agency

DATE: September 22, 2000

6-FRE-168

DD-67260-01-02 01

EA 342229

OR0002

TO: NICK DUMAS  
APPRAISAL BRANCH

FROM: PHYLLIS SARTO  
EXCESS LANDS SECTION

SUBJECT: REQUEST FOR APPRAISAL - Excess Land

☒ ORIGINAL APPRAISAL

☐ REVIEW AND UPDATE

Previous Appraisal dated: \_\_\_\_\_

State's cost of excess parcel: \$ \_\_\_\_\_

TYPE OF VALUATION REQUESTED:

☒ MARKET VALUE APPRAISAL

☐

Sale to the Adjoining owner

☐

Exchange for acquisition of Parcel \_\_\_\_\_

☒

Other *Sale to City of Clovis*

PUBLIC SALE ESTIMATE (Estimated Market Value)

PROPERTY (OR RIGHTS) TO BE VALUED:

☒ FEE TITLE

☒

Unimproved parcel

☐

Improved parcel

Special encumbrances or exceptions: \_\_\_\_\_

☐ EASEMENT

For: \_\_\_\_\_

Proposed Grantee: \_\_\_\_\_

☐

Other: \_\_\_\_\_

Additional Information:

*Parcel includes: 75100-01-01, 75101-01-01, 82930-01-01, 82403-01-01, 82433-01-01 & 67260-01-02*

Phyllis Sarto

## **INTRODUCTION**

### **Revised Appraisal**

**06-FRE-168-PR10.462**

**E. A. 0R0002**

**Parcel No. DD 67260-01-01 (Revised)**

**Consists of the Following Parcels: (DD 75100-01-01, DD 75101-01-01, DD 82433-01-01, DD 82463-01-01, DD 82932-01-01)**

#### **Subject of the Report:**

The property appraised herein consists of an excess land parcel located at the southeast quadrant of the Highway 168/Herndon Avenue off ramp. It also has frontage on Herndon Avenue and Clovis Avenue, but according to a City of Clovis Official, it will have access only from Clovis Avenue. It lies within the City of Clovis. It also lies within a Redevelopment Area created by the City of Clovis. In addition, it lies within a Mixed Use Plan filed by the City of Clovis as an Illustrative Conceptual Master Plan for future development of the property. The City of Clovis has expressed an interest in purchasing the property and it is being appraised for a direct sale to the city for use in their redevelopment area.

This is a revision of an original appraisal completed by this appraiser with a Date of Valuation of June 15, 2001 and an approval date of July 30, 2001. It was approved in Right of Way Headquarters, and this revision will also require headquarters approval.

#### **Date of Valuation:**

The value reported herein is as of December 12, 2001. The date of the report is the date on which it was approved by the District Appraisal Senior. The approval date is the date it is approved in headquarters.

#### **Interest Appraised:**

The property interest appraised in this report is the fee simple interest.

#### **Purpose of the Appraisal:**

The purpose of the appraisal is to estimate the market value of the fee title to the subject property for sale purposes.

The value reported in this appraisal is stated in terms of typical market financing, on terms generally available in the community at the specified time and typical for the



property type in this locale. The value represents the normal consideration to be expected for the property, unaffected by special financing amounts and/or terms, services, fees, costs or credits incurred in the transaction. Values couched in these terms are considered to be equivalent to cash.

**Market Value Definition:**

Market Value is defined as:

- a. The fair market value of the property taken is the highest price on the date of valuation that would be agreed to by a seller, being willing to sell but under no particular or urgent necessity for so doing, nor obliged to sell, and a buyer, being ready, willing and able to buy but under no particular necessity for so doing, each dealing with the other with full knowledge of all the uses and purposes for which the property is adaptable and available.
- b. The fair market value of property taken for which there is no relevant market is its value on the date of valuation as determined by any method of valuation that is just and equitable.

(From the California Code of Civil Procedure, Section 1263.320) (Added by Statutes 1975, c. 1275, p. 3451, Section 2).

**Exposure Time:**

Exposure time is defined as the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective opinion based on the analysis of past events assuming a competitive and open market.

The market for commercial properties in the Fresno/Clovis market area seems to be as good at this time as it has ever been. There has been a high degree of sales activity and new construction of commercial buildings is evident throughout the northerly sector of both cities. The growth pattern is to the north in both cities. The subject property is located in the northerly sector of the City of Clovis. A new community shopping center was completed across the street from the subject property approximately five years ago and two more community shopping centers are currently under construction about one mile east of the subject property. The northeast corner of the subject intersection was developed to a new Chevron Gas Station, a fast food restaurant, and retail shops within the past two years. Large office buildings are currently under construction along the Herndon Avenue corridor within 5 miles west of the subject property, and about 2 miles farther west, the new Palm Bluffs Business Park is developing rapidly.

With the completion of Highway 168 to Shepherd Avenue within the past year, and the opening of the Herndon Avenue interchange, the adjacent available land can be expected to be developed at a rapid rate. That category would include the subject property. While

it may be several years before the entire 10.67 acre subject property is developed, the property fronting on Herndon Avenue can be expected to develop almost immediately and the portion fronting on Clovis Avenue should follow soon after. The rear portion of the subject property must be sold with the property fronting Clovis Avenue for access purposes, and therefore, the rear portion can be expected to sell within a short period of time, even though the actual development of that portion may be delayed for a few years. There is a more than ample supply of vacant land available in the immediate vicinity and the rear portion of the subject property (Lots 5, 6 and 7) is the least desirable due to access problems which will be discussed in the report. The subject property, particularly Lot 1, is probably the catalyst for development at this location. However, at this point in time, a developer would have his pick of any number of land parcels available within the surrounding  $\frac{1}{4}$  to  $\frac{1}{2}$  mile radius.

Based on the above discussion, the absorption period for the subject property is estimated at 6 months.

It is too soon to tell if the national tragedy which occurred in New York City and Washington D. C. on September 11 will have any effect on sales and development of commercial land in the Fresno/Clovis area. Projects which were started before that date seem to be proceeding on schedule. If any effect will be seen, it should be noticed in future projects which were not under construction at the time of the tragedy, but it is too soon to be able to have enough data to analyze how much of an effect it may have.

#### **Function of the Appraisal:**

This appraisal was prepared to estimate the market value of the subject property for sale purposes.

#### **Intended Use and Users of the Appraisal:**

This appraisal was prepared for internal confidential use by the California State Department of Transportation, for use in a sale of the property.

#### **Scope of the Appraisal:**

The appraisal service reported herein is intended to result in an analysis, opinion, or conclusion of a disinterested third party. The work performed represents a Complete Appraisal and a Summary Appraisal Report.

The appraised value in this report has been arrived at by use of the Direct Sales Comparison Approach, commonly known as the Market Data Approach. An analysis was also done on a developmental basis utilizing development cost data. The source for the cost data was the City of Clovis Engineering Department which is experienced in estimating street and pipeline costs for new development. Since the property appraised is vacant land, the income approach is not applicable. Ample sales and listing data were

located within close proximity to the subject property to provide a well-supported value conclusion.

A physical inspection was made of the subject property on June 15, 2001, again on November 22, 2001 and again on December 12, 2001. All comparable data were field reviewed by the appraiser. Various sources were utilized in the search for market data, including the public records, Experian Market Data Service, Comps, Inc., local brokers, property owners, other real estate appraisers and the District files. On the data selected as being most comparable, copies of the recorded documents were obtained, and, where possible, personal verifications were made with one or more of the principals, brokers, appraisers involved in the transactions, or other sources considered reliable.

The appraisal problem presented in this appraisal is four faceted. The primary value sought is the value of the total property to a single purchaser in a single transaction. However, Three other scenarios have been requested. One is to estimate the value of Lots 5, 6 and 7 as joined with the two adjacent lots on the east which front on Clovis Avenue. That would provide Lots 5, 6 and 7 with access to a public street. As they currently exist, they rely on a 60 foot wide connection to Lot 2 for their access to Clovis Avenue. The third scenario requested was to analyze the value of Lots 5, 6 and 7 as if Palo Alto Avenue were extended westerly from Clovis Avenue to provide access to them. The fourth scenario requested was to consider the value of all of the land within the City of Clovis Conceptual Master Plan as if owned by one party in a single bulk sale to a single purchaser. In actuality, there are many different owners of that 46 acres. All four scenarios will be discussed and an opinion of value will be presented for each in the valuation section of this report.

Please see the Assessor's Parcel Map and/or the Director's Deed Map found later in this report to identify the various lot numbers (Lots 1, 2, 5, 6 and 7) which will be referred to throughout this report. The Director's Deed Map will identify the subject property in addition to the two adjacent privately owned parcels which will be discussed.

#### **Seismic Zone:**

The subject property is located in Seismic Zone 3 (reference ISO Earthquake Zones, 1981). Zone 3 is identified as an area of moderate damage and encompasses all of the Central Valley of California from the southerly lines of Kings and Tulare Counties northerly to the Oregon State border. The subject property is not located within an Alquist-Priolo special studies earthquake zone.

#### **FEMA Flood Hazard Area:**

According to the FEMA (Federal Emergency Management Agency) Flood Hazard Map for the City of Clovis, the subject property is not located within a special flood hazard area. The property is delineated on Community Panel No. 060044 0005 E, with a revised date of October 16, 1996.

### Neighborhood Data:

The subject property is located at the Southwest corner of Herndon Avenue and Clovis Avenue, at the Southeast quadrant of the Highway 168 off ramp to Herndon Avenue. This location is within the City of Clovis, about  $\frac{3}{4}$  mile due north of the old downtown central business district of Clovis. The City Government Center is roughly one mile Southeast of the subject location. This location is rapidly developing into commercial uses. A new community shopping center was completed across the street from the subject property on the Southeast corner of Herndon and Clovis Avenues approximately five years ago. Within the past two years, the Northeast corner of the same intersection has been developed to a new Chevron Gas Station, a Fast Food Restaurant and other retail shops. There are two new community shopping centers currently under construction about one mile east of the subject property, on Herndon Avenue. One center is anchored by Von's Super Market and the other is anchored by Ralph's Super Market. The Ralph's just opened for business last summer.

There are two catalysts for this rapid commercial growth in the subject neighborhood. One is the fact that it is located directly in the path of growth of the city and there has been substantial new residential development to the north and east. The other key element is the completion of Freeway 168 and the opening of the Herndon Avenue interchange. Both of these elements are conducive to rapid commercial growth at the major intersections. However it must be recognized that there is a large amount of vacant land still available in the immediate location, so a prospective purchaser and/or developer pretty much has his pick of the litter at this point in time, depending upon how choice of a location he wants and how much he is willing to pay for it.

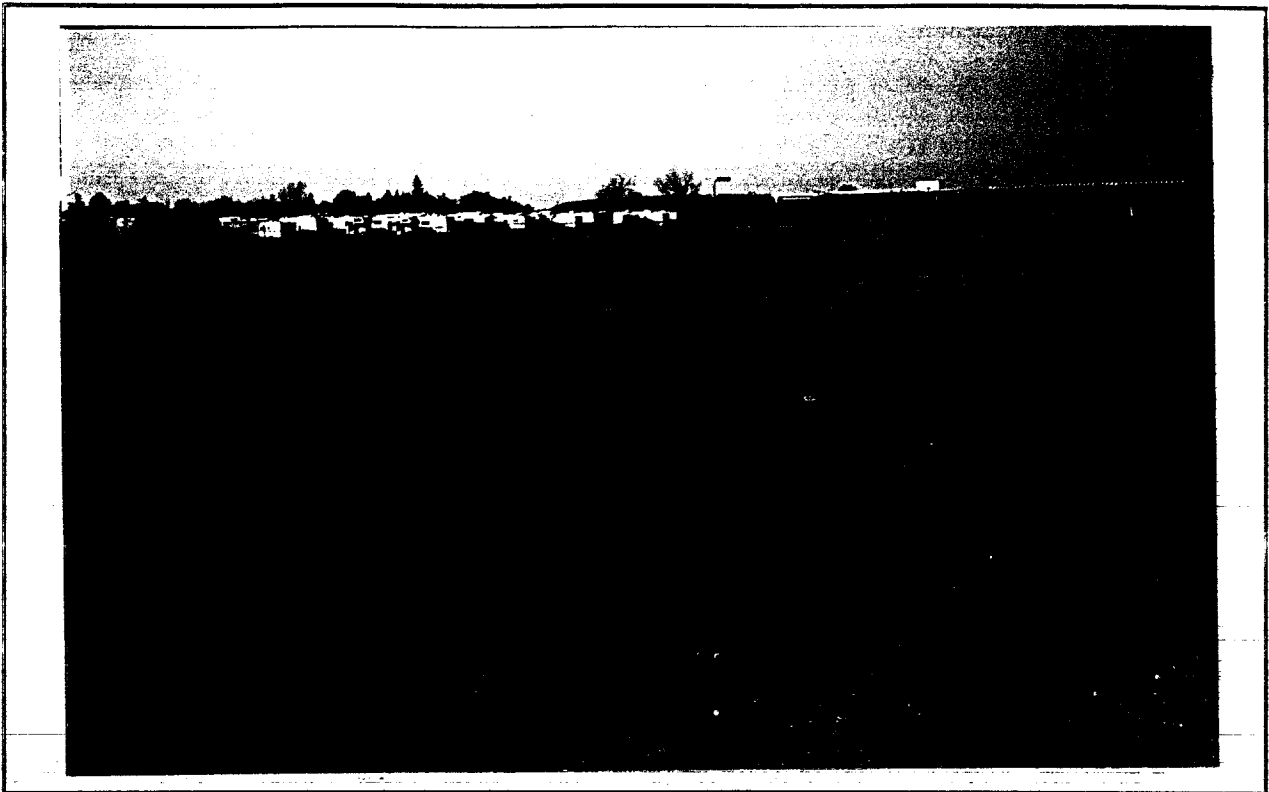
The lot across Herndon Avenue north of the subject property is still vacant, and until recently was still being used as a contractor's storage and processing yard for construction of the freeway. It is located on the northbound on ramp to the freeway and is expected to develop rapidly when it becomes available. West of the freeway are more vacant land parcels, which in this case are zoned for industrial use, some of which are currently on the market. It is the appraiser's opinion that the parcels adjacent to the freeway could rather easily be re-zoned for commercial use.

To the south along the West side of Clovis Avenue are older single family residences on large rural size lots, left over from the days when this was predominantly an old residential neighborhood. However, most of those residences have now been converted to commercial uses, such as a bus storage facility, a R. V. storage facility, a pawn shop and a print shop. There are also several pieces of vacant land to the south. On the East side of Clovis Avenue there are two pieces of commercially zoned land, which are currently available on the market at rather high prices. Those two listings are discussed in the market data section of this report.

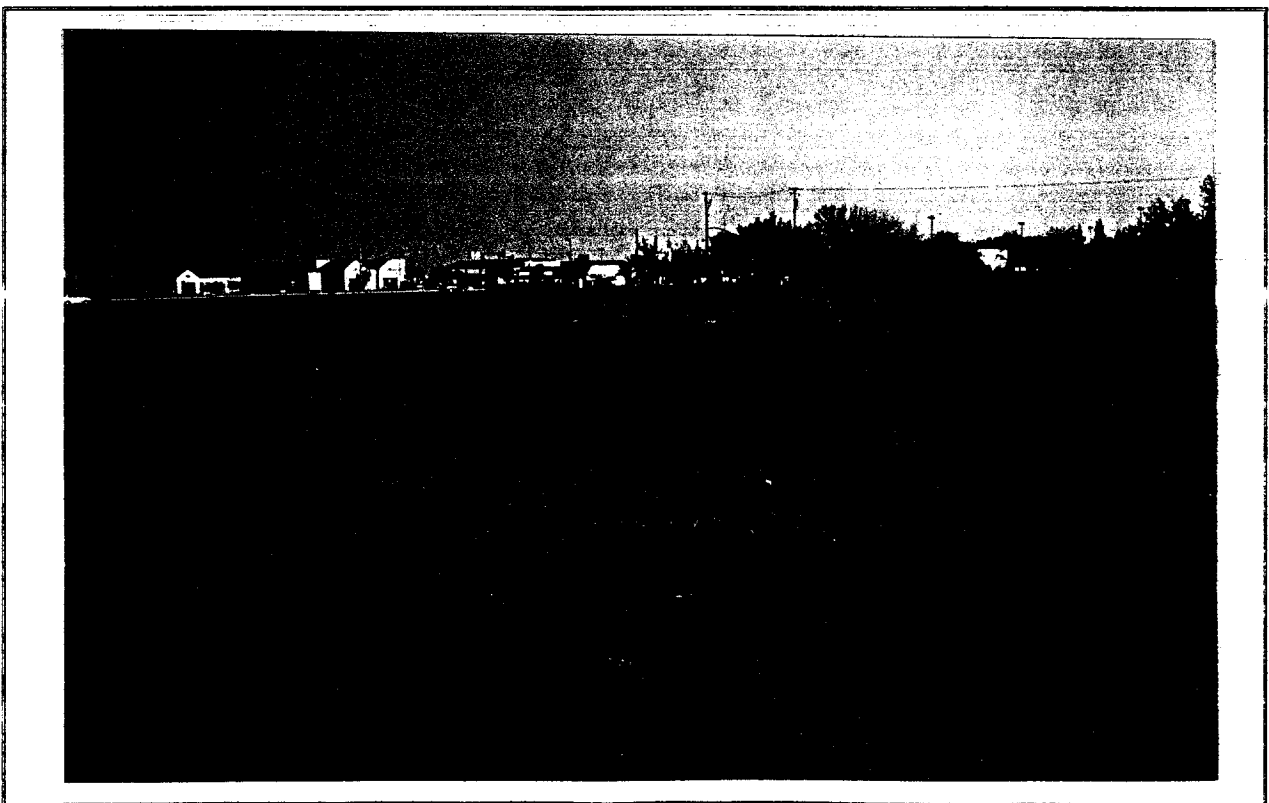
Of special interest as far as the subject location is concerned is the fact that it is within a City of Clovis Redevelopment Area. With regard to the redevelopment area, the City has

filed an **Illustrative Conceptual Master Plan** for a Mixed Use Development on the subject and surrounding properties. A copy of that plan is included later in the report. Uses suggested in that plan consist of a hotel and conference center, community performing arts center, offices, a lake, retail shops, restaurants and financial institutions. The development of such a plan makes it very obvious that the subject location has prime importance in the future development of the city.

**SUBJECT PHOTOGRAPH**  
**DD 67260-01-01**

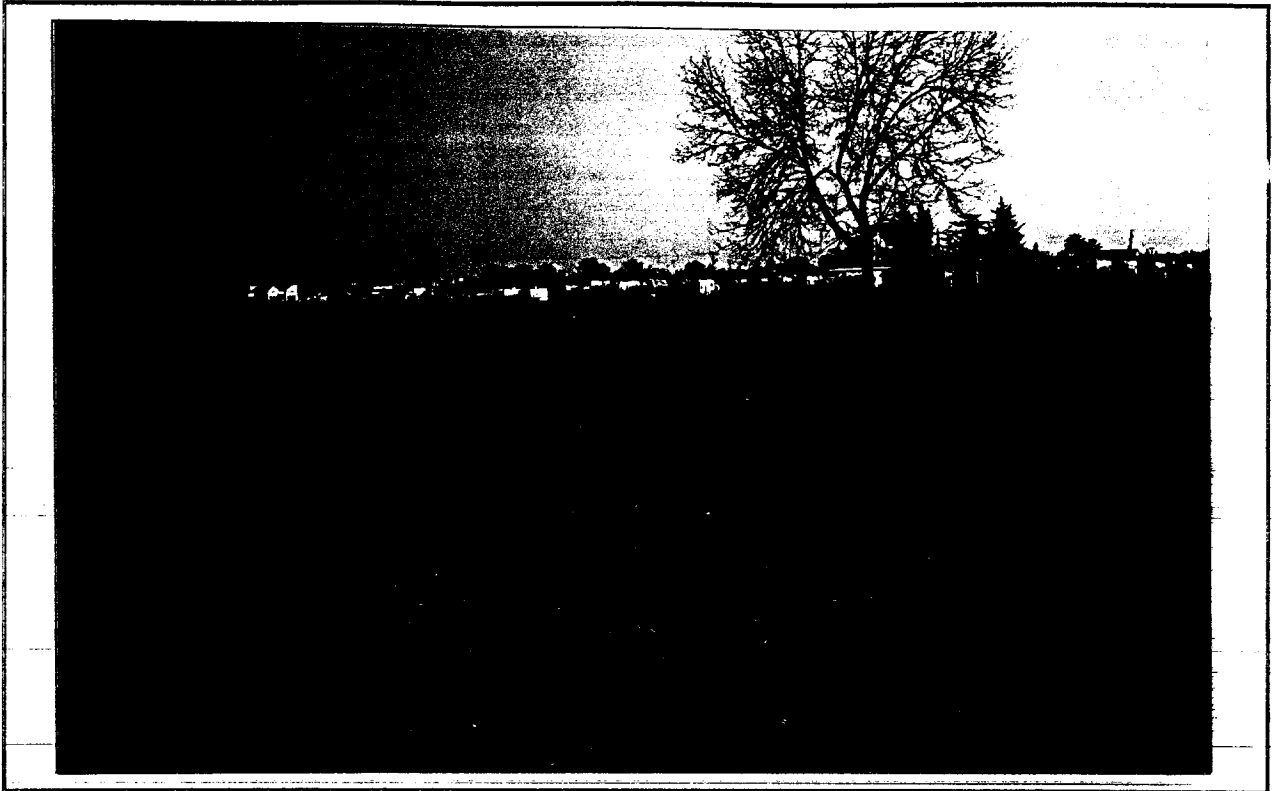


Looking southwesterly across Lots #1. & #2 from the northeast corner of Lot #1. Freeway in background.

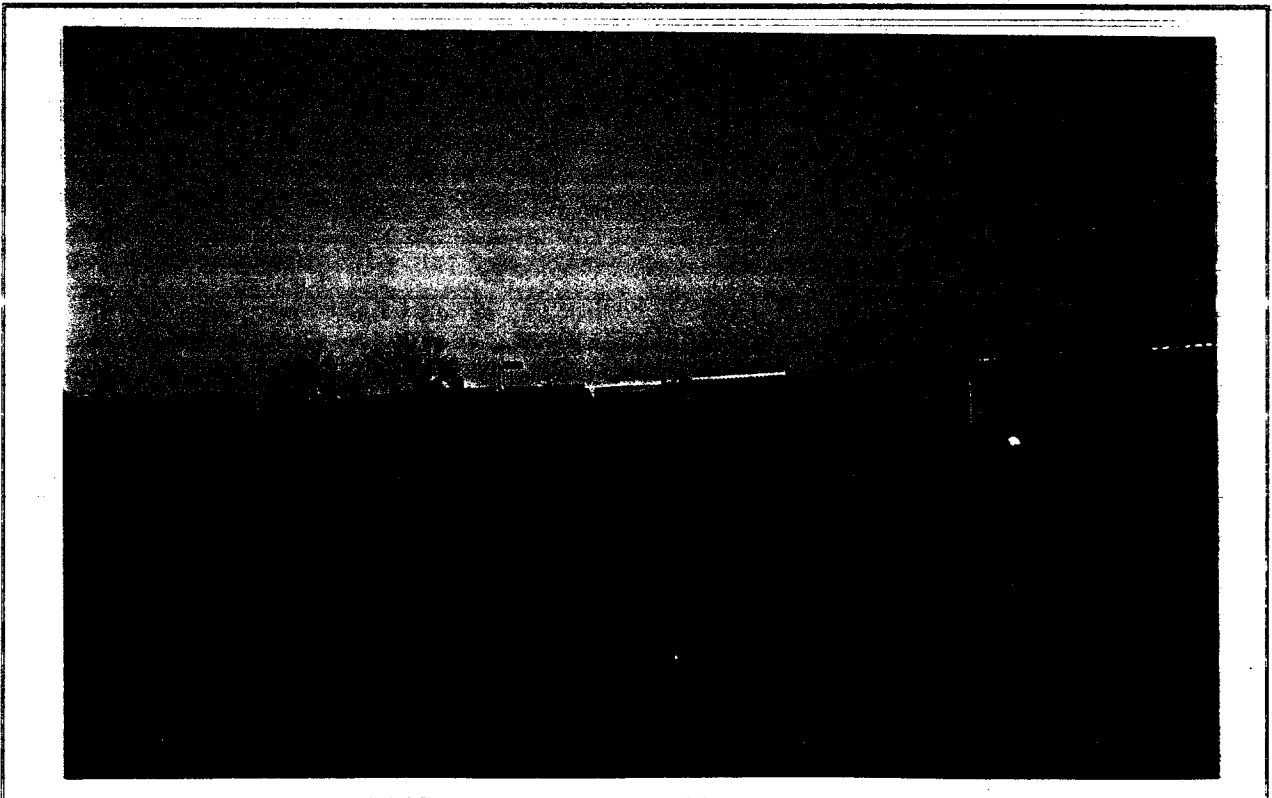


Looking northeasterly across Lots #1 & #2 from the southwest corner.

**SUBJECT PHOTOGRAPH**  
**DD 67260-01-01**



Looking northeasterly across Lots #5, #6 & #7 from southwest corner of Lot #5.



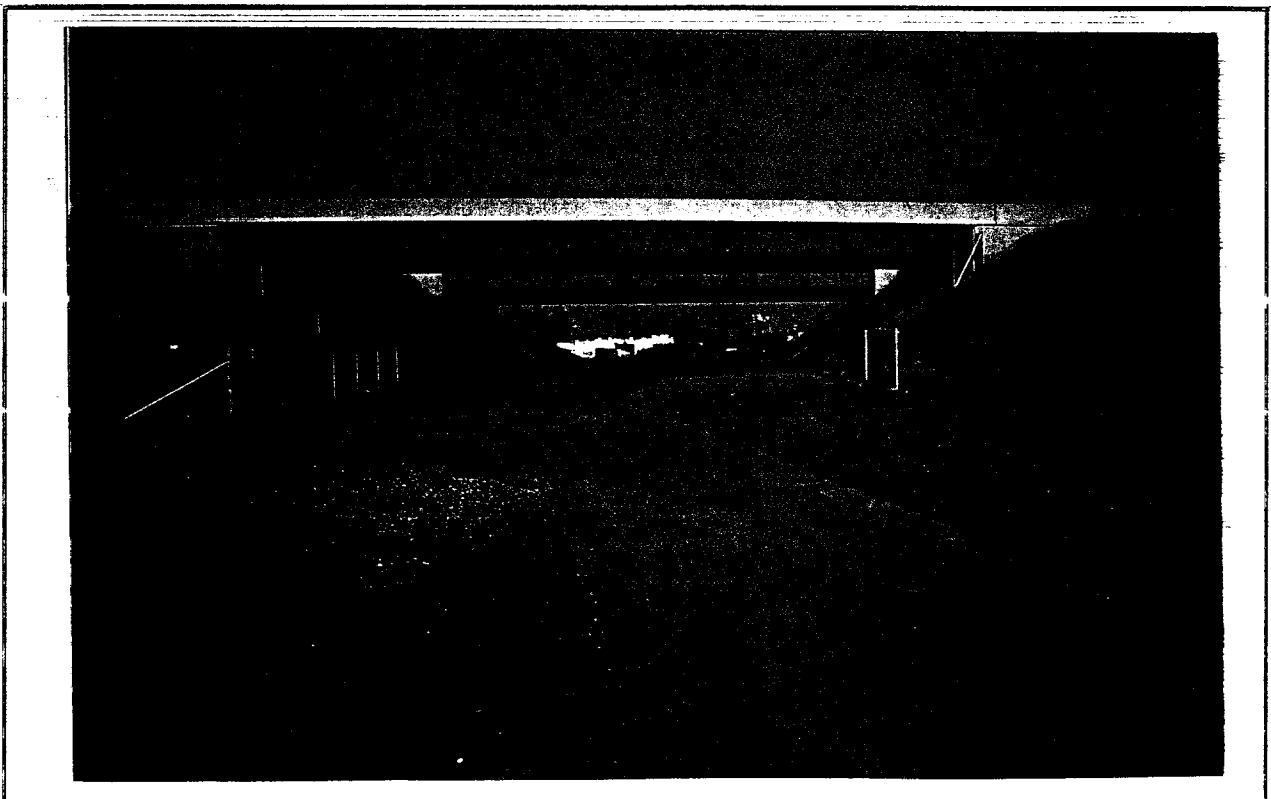
Looking southwesterly at Lots #5, #6 & #7 through the 60-foot connection from Lot #2.

REVISED 12/12/01

**SUBJECT PHOTOGRAPH**  
**DD 67260-01-01**



Irrigation canal along southerly line Lot #5.



Hiking trail under the Freeway just south of subject property.

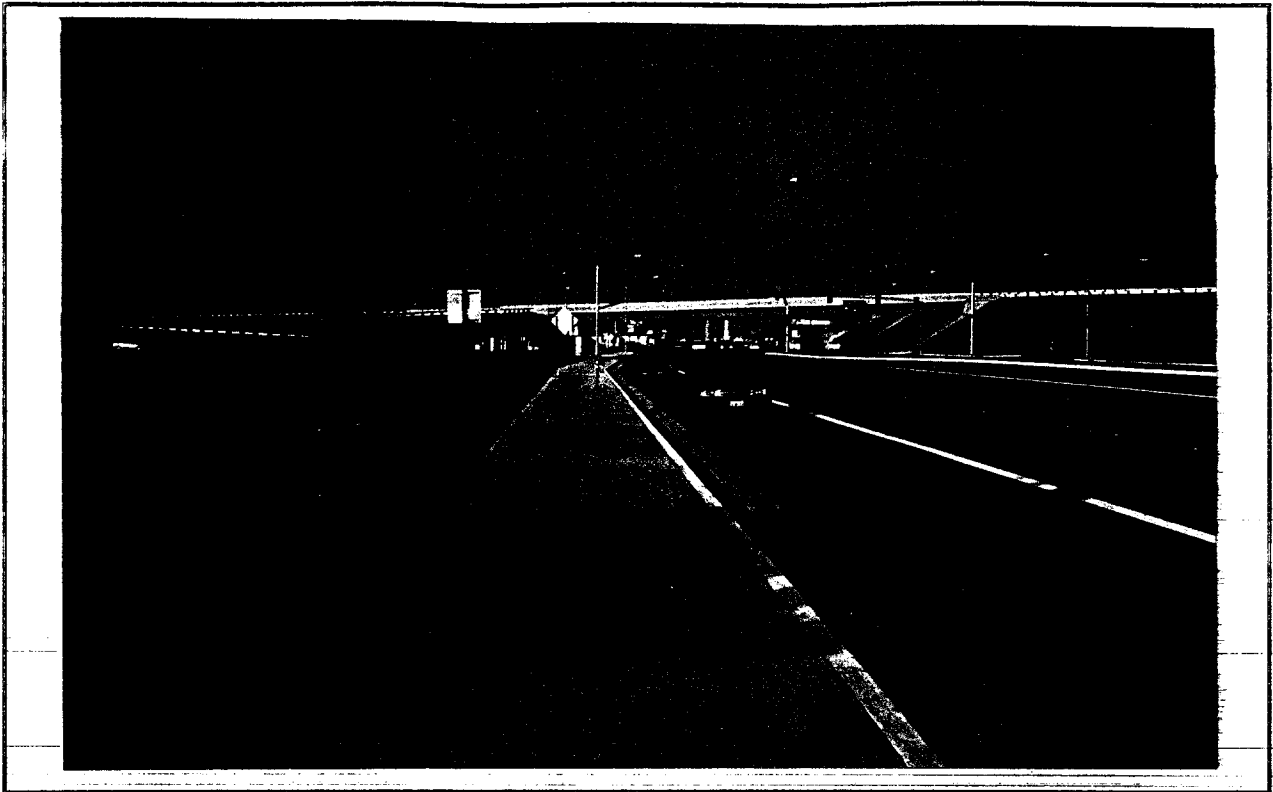
12/12/01

By: R.D. Henry

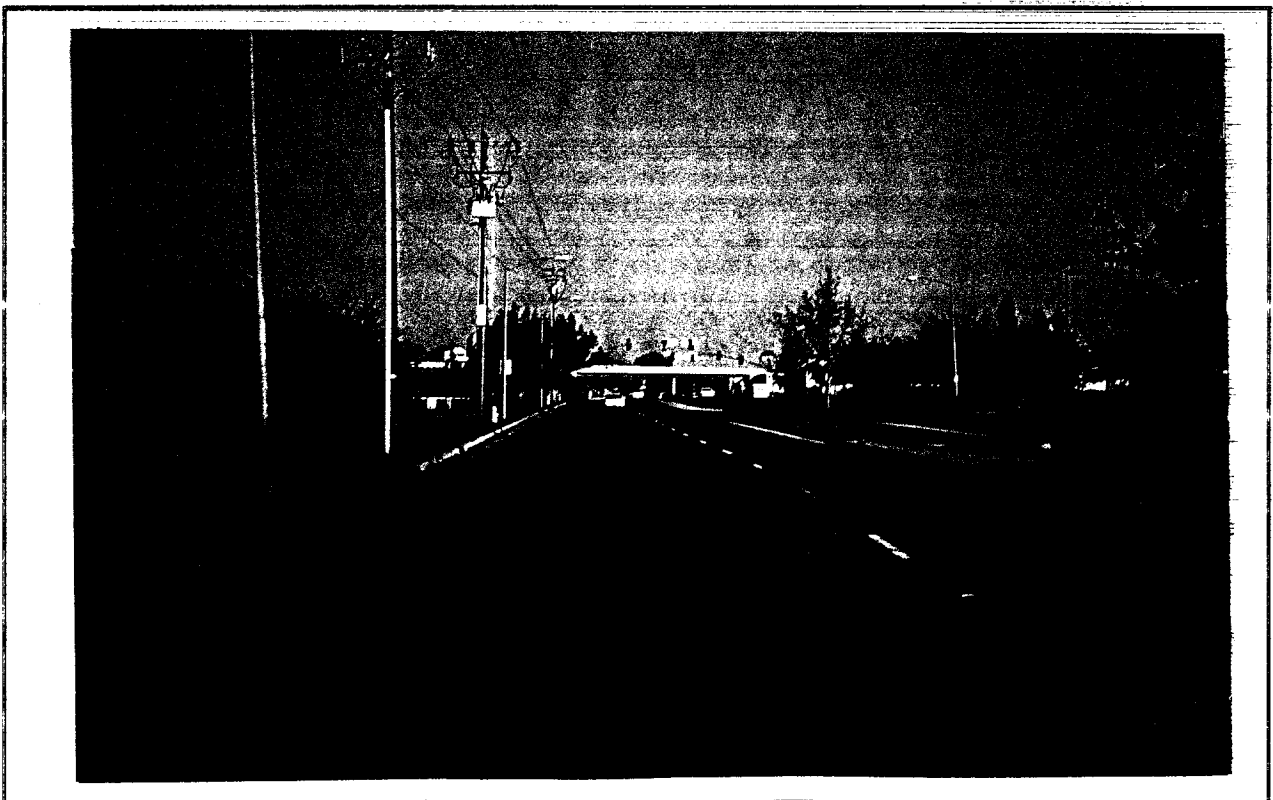


SUBJECT PHOTOGRAPH

DD 67260-01-01



Looking westerly along Herndon Avenue, subject property at left. Freeway in background.



Looking northerly along Clovis Avenue. Subject property at left.

12/12/01

By: R.D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**EXCESS LAND MARKET VALUE SHEET**  
RW 7-18 (Rev. 8/95)

REVISED 12/18/01

<u>06/CEN</u>	<u>FRE</u>	<u>168</u>	<u>R10.462</u>	<u>DD 67260-01-01</u>
Dist	Co	Rte	KP (P.M.)	Parcel No

LOCATION: Southeast quadrant Highway 168 and Herndon Avenue, Clovis.

ZONING:  
R-A & M-P

PRESENT USE:  
Vacant Site

BEST USE:  
Mixed use  
Commercial

VALUATION:

LAND: \$2,325,000.00

IMPROVEMENTS: \$0.00

TOTAL \$2,325,000.00

## PROPERTY DATA

### Property Identification:

The subject property is located at the southwest corner of Herndon Avenue and Clovis Avenue, and the southeast quadrant of the Highway 168/Herndon Avenue interchange, within the City of Clovis. The exact legal description can be found in the Director's Deed for Excess Land Parcel No. DD 67260-01-01 (which consists of DD 75100-01-01, DD 75101-01-01, DD 82433-01-01, DD 82463-01-01, and DD 82932-01-01). It can be briefly described as portions of Lots 1, 2, 5, 6 and 7 of Phillips Sierra Park, in the City of Clovis, County of Fresno, State of California. It can be further identified as portions of Assessor's Parcel Numbers 491-030-07, 14, 19, 20, 28 and 30. The Lot Numbers and Assessor's Parcel Numbers referenced in the previous two sentences can be seen on the Assessor's Parcel Map contained within this report. The property is depicted on the Director's Deed Map contained within this report.

### Ownership:

Title to the subject property is vested in the State of California.

### Site Description:

The subject property is located along the southeasterly side of the northbound off ramp from Freeway 168 to Herndon Avenue. It has frontage on the off ramp, but no access. Lot 1 also has frontage on Herndon Avenue and Clovis Avenue but according to an official of the City of Clovis, it will be allowed access only to Clovis Avenue. Lot 2 also fronts on and has access to Clovis Avenue. CalTrans has access control along Herndon Avenue, about one third of the way easterly from the termination of the off ramp. There is no access control by CalTrans for the approximate easterly two thirds of the Herndon Avenue frontage and there is no access control along Clovis Avenue. The City of Clovis will reportedly control access for the balance of the frontage on Herndon Avenue because it is considered an expressway where access is allowed only at intersecting streets at one half mile intervals. The parcel contains a total of 10.67 acres.

The property is very irregular in shape. It is comprised of the remnants of several acquisition parcels. Lot 1 is rectangular in shape but Lot 2 is curved along the off ramp at the rear of the lot. Lots 5, 6 and 7 also curve along the off ramp at the rear and are irregular in shape. There is no direct public street access to Lots 5, 6 and 7; they depend on Lot 2 for their access to Clovis Avenue. The connection between Lot 2 and Lots 5, 6 and 7 is only about 60 feet wide at the narrowest point. There is no street access at the southerly end of Lots 5, 6 and 7. However, there is a hiking path and an alley at the southerly end, and Dewitt Avenue extends to the south side of the hiking path. A representative of the Clovis Fire Department was contacted to find out if Lots 5, 6 and 7 would be allowed to develop with the existing access. The appraiser was informed that they would be allowed to develop. The 60 foot wide connection between Lot 2 and Lots

5, 6 and 7 is wide enough to provide adequate access to Clovis Avenue and the termination of Dewitt Avenue at the trail at the south end is adequate to provide emergency access to the property.

The property is generally level and at grade with the adjacent streets. There is a small area of asphalt pavement near the center of Lot 6.

There is concrete curb along the subject frontage on Herndon and Clovis Avenues. There are two existing driveways into the property off of Clovis Avenue. There is a 20-foot wide easement for Pacific Bell along the westerly side of the property, the side adjacent to the off ramp. Said easement is for underground telephone lines. There is also a 20 foot wide easement for the Fresno Metropolitan Flood Control District along the northerly and easterly sides of Lot 1 (the Herndon Avenue and Clovis Avenue frontage). Said easement is for underground storm drainage. It does not restrict access to the property as it can be paved over and traffic is allowed to cross over it.

All public utilities and city services are available to the property. Natural gas and electrical service are provided by Pacific Gas and Electric Company. Public water and sanitary sewer service are provided by the City of Clovis. Storm drain is provided by the Fresno Metropolitan Flood Control District. Telephone service is provided by Pacific Bell. Police and fire protection are both provided by the City of Clovis.

The appraiser is not aware of any hazardous waste on the property, but no Hazardous Waste Clearance has been provided.

#### Zoning:

The majority of the subject property is zoned R-A. A portion of Lot 6 is zoned M-P. R-A is a rural residential zoning designation requiring 24,000 square foot minimum lot sizes. M-P is an industrial zoning designation. The zoning is under the authority of the City of Clovis.

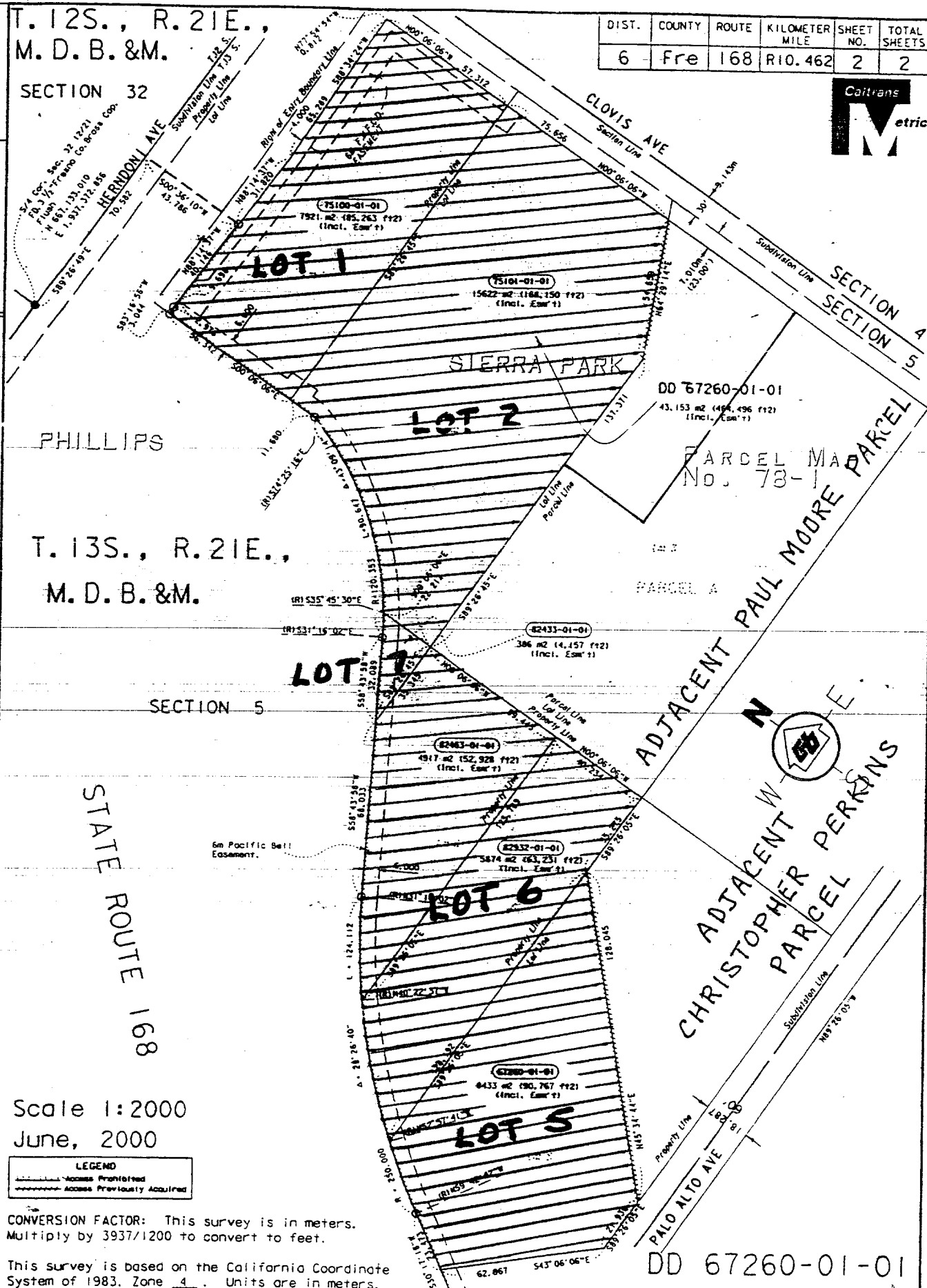
The zoning designations on the property are in direct conflict with the General Plan and a specific Mixed Use Plan Overlay, which have been placed on the property by the City of Clovis. The General Plan indicates that a Mixed Use is appropriate for the property. The Mixed Use Plan filed on the property indicates uses consisting of a hotel and conference center, a community performing arts center, offices, a lake, retail shops, restaurants and financial institutions.

Conflicts between current zoning and the general plan are typically resolved in favor of the general plan. Current zoning could indicate past or present land uses but the general plan is adopted specifically to guide property zoning and uses in the future. When there is a conflict between the zoning and the general plan, zoning is expected to be changed to conform to the general plan at some point in the future.

T. 12S., R. 21E.,  
M. D. B. & M. *125/5*

SECTION 32

DIST.	COUNTY	ROUTE	KILOMETER MILE	SHEET NO.	TOTAL SHEETS
6	Fre	168	RI0.462	2	2



Scale 1:2000

June, 2000

### LEGEND

~~Access Prohibited~~  
~~Access Previously Acquired~~

CONVERSION FACTOR: This survey is in meters.  
Multiply by 3937/1200 to convert to feet.

This survey is based on the California Coordinate System of 1983, Zone 4. Units are in meters. Bearings and distances are on grid. Multiply by 1.00006576 to convert to ground distances.

# DIRECTOR'S DEED MAP

1-800-345-7334

SCALE 1/10 OF AN INCH

491-03

SUBDIVIDED LAND & POR. SEC. 5, T. 13S., R. 21E., M.D.B. & M.

Tax Rate Area

NOTE  
This map is for Assessor's purposes only.  
It is not to be construed as conveying  
legal ownership or dividing of land for  
purposes of zoning or subdivision law.

N. MINNEWAWA AVE.

N 1/4 COR. SEC. 5

HERNDON

Bk. 562

NE COR. NW 1/4 OF NE 1/4 SEC. 5

MINNEWAWA AVE.

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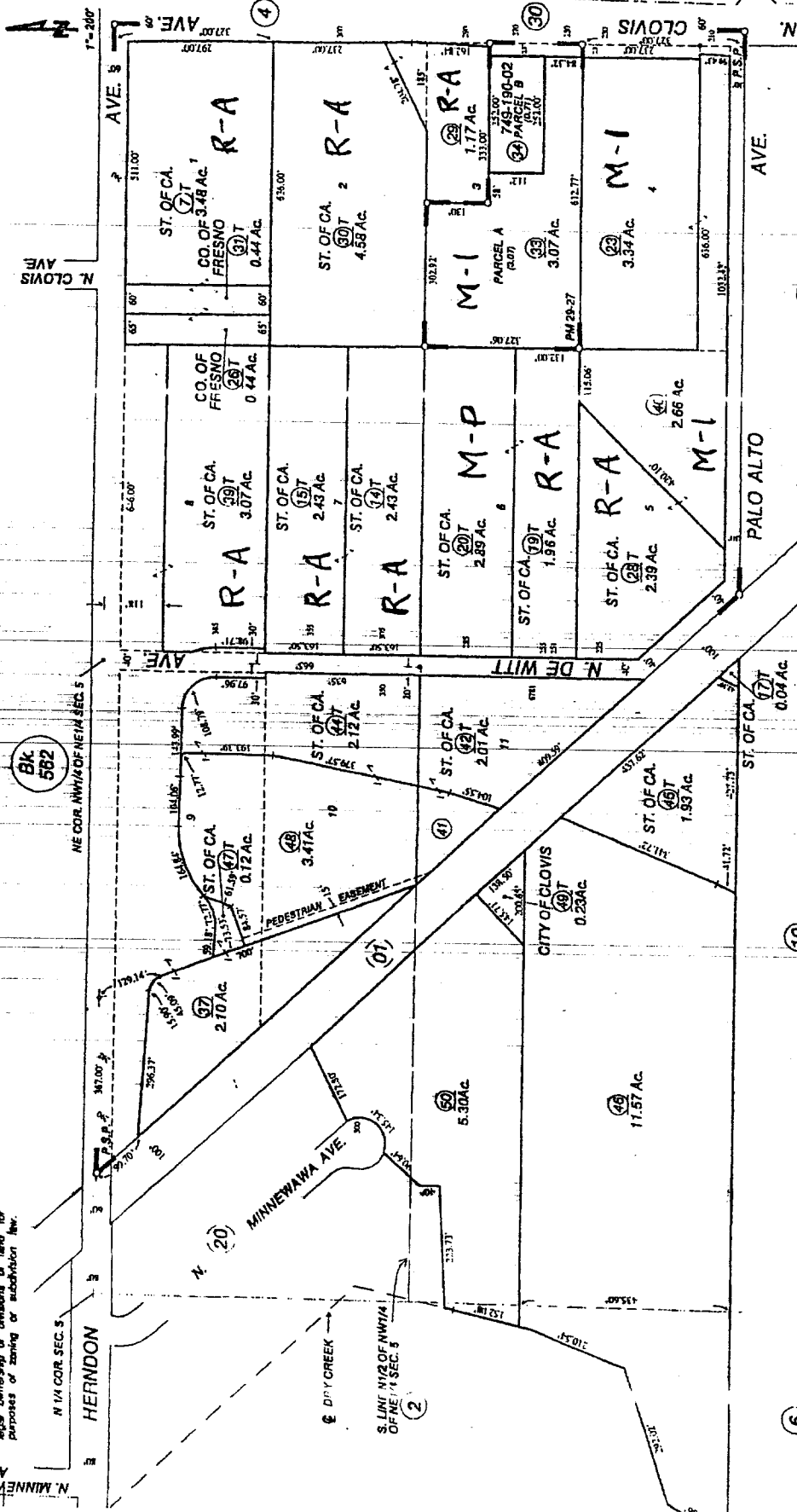
SCALE IN 1/16 OF AN INCH

NOTE  
This map is for Assessment purposes only.  
It is not to be construed as portraying  
legal ownership or divisions of land for  
purposes of zoning or subdivision law.

SUBDIVIDED LAND & POR. SEC. 5, T. 13S., R. 21E., M.D.B. & M.

Tax Rate Area  
1-026  
1-062

491-03



Phillips Sierra Park - R.S. Bk. 1, Pg. 85  
Parcel Map No. 78-1, Bk 29, Pg. 27

Assessor's Map Bk 491 - Pg. 03  
County of Fresno, Calif.

NOTE - Assessor's Block Numbers Shown in Ellipses.  
Assessor's Parcel Numbers Shown in Circles.

02-18-2000

MAR 06 2000

R-A, M-P, M-I = ZONING

## VALUATION

### Highest and Best Use:

The highest and best use of the property is considered to be that use which is the most profitable use, or that use which results in the highest present land value. The use must be legally permissible, physically possible, financially feasible, and maximally productive. The conclusion as to highest and best use involves the consideration of supply and demand, the current use, zoning and other restrictions, surrounding uses, and other alternate uses. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until the land at its highest and best use exceeds the total value of the property in its existing use.

All except one small portion of the subject property is zoned R-A, which is a Rural Residential zoning designation with a minimum allowable lot size of 24,000 square feet. The small portion not zoned R-A is zoned M-P, which is an industrial zoning designation. The zoning on the subject property is obviously not indicative of the location and use potential. The location on a freeway interchange at the corner of Herndon and Clovis Avenues suggests obvious commercial potential and the City of Clovis has in fact, placed a Mixed Use Overlay on the subject and surrounding properties. The Mixed-Use concept calls specifically for uses such as hotels, conference centers, performing arts centers, offices, restaurants, retail shops and financial institutions. Zoning designations which are considered to be compatible with the Mixed Use concept are C-P (Office); C-2, C-3 and C-R (Commercial); C-M, M-1, M-2 and M-P (Industrial); R-2, R-2-A, R-3, R-3-A and R-4 (Multiple Family Residential).

In addition to being located adjacent to a freeway interchange on two major traffic arterials, the subject property is located in the direct path of development of the City of Clovis. There is existing commercial development on two of the four corners of Herndon and Clovis Avenues. The southeast corner contains a community shopping center anchored by Save Mart and Long's, and the northeast corner contains a Chevron gas station, a fast food restaurant and retail shop space. The northwest corner of the intersection was still being utilized as a contractor's yard for storage and processing of materials for construction of Freeway 168, until recently. It has now been cleared and just became available for sale. It is also contained within the City's Mixed Use Overlay.

Although the subject property is zoned predominantly for low-density residential use, this is one of those infrequently occurring occasions when the highest and best use of the property is different from the uses for which it is zoned. The zoning has obviously not been updated to reflect the current use potential. Therefore, the conclusion as to the highest and best use of the front portion of the property (Lots 1 and 2) is as suggested in the Mixed Use Overlay developed by the City of Clovis, that being for commercial, office and related uses. Lot 1 is a 1.96 acre (85,263 sq. ft.) parcel located at the



immediate southwest corner of Herndon and Clovis Avenues, and is ideally suited for high profile highway commercial type uses such as gas stations, fast food restaurants, mini-marts and/or motels. These types of uses are typically developed by chain stores and they typically pay top dollar for prime sites such as Lot 1. Lot 2 is a 3.86 acre (168,150 sq. ft.) parcel located immediately south of Lot 1 and fronts on Clovis Avenue. It is well suited for financial institutions, motels, full-scale restaurants, mini-marts and/or a small retail center. The highest and best use of the rear portion of the property (Lots 5, 6 and 7) is for high tech business park use consisting of offices, processing and storage space for research and development type uses. Lots 5, 6 and 7 are located adjacent to the east side of the freeway off ramp, behind other privately owned properties fronting on Clovis Avenue. They have street access only across Lot No. 2 by a 60 foot wide connection. Lots 5, 6 and 7 contain 4.85 acres (211,083 sq. ft.) and are irregular in shape. The lot numbers referred to in the preceding sentences can be seen on the Assessor's Parcel Map and the Director's Deed Map included previously in this report.

### **Direct Sales Comparison Approach:**

The Direct Sales Comparison Approach will be used to arrive at a value conclusion for the subject property. This approach, commonly known as the Market Data Approach, involves the use of recent sales of similar properties on the open market, verification of those sales, and comparison to the subject property, with any necessary adjustments made for differences between the two. The sales data is typically broken down into units of comparison, such as price per acre or price per square foot, in order to make more meaningful comparisons. The price per square foot will be used as the unit of comparison in this appraisal.

Included in this appraisal are 9 recent sales and 2 current listings of commercial land. The primary characteristics sought in selecting sales data for the subject property were commercial potential and close proximity to a freeway interchange and/or a location on the Herndon Avenue corridor or a comparable high exposure arterial.

The most likely scenario under which the subject property should sell on the open market would be to divide it into pieces. However, only Lot No. 1 could be sold separately. Lot 1 is considered a prime highway commercial site. Lots 5, 6 and 7 would have to sell with Lot No. 2 because Lot 2 provides the only public street access to Lots 5, 6 and 7. The necessity to sell Lots 5, 6 and 7 with Lot No. 2 has a negative effect on the value of Lot No. 2 because it constricts the market. This will be taken into consideration in the valuation process. The property is already split into 5 separate lots, or portions thereof, which lots have been further divided into 6 separate Assessor's Parcels. The lots were acquired individually by CalTrans, but have been combined into one single excess land parcel for purposes of disposal in the most efficient manner. The appraisal problem presented to the appraiser is four faceted. The primary value sought is to estimate a value of the total combined property in a single sale to a single buyer. At the same time however, the appraiser has also been asked to consider three additional scenarios. One was to consider the value of the rear lots 5, 6 and 7 as if Palo Alto Avenue were extended from Clovis Avenue westerly to serve those lots. The third scenario presented was to consider the value of the rear lots 5, 6 and 7 as assembled with the adjacent privately owned properties which front on Clovis Avenue. The fourth scenario requested was to consider the value of all of the land within the City of Clovis Conceptual Master Plan as if owned by one party, in a single bulk sale to a single purchaser. Therefore, all four scenarios will be discussed and a value estimate will be presented for each. In order to accomplish that, sales and current listings of small acreage commercial parcels have been gathered, which approximate the size of the individual Lots 1, 2, 5, 6 and 7. In addition, some large acreage commercial parcels have been assembled to approximate the total size of the combined subject property. The plan is to consider the value of the property under the different scenarios, and then reconcile a final value conclusion with consideration to the several scenarios considered.

Comparables 1, 2, 3, 4, 5, 6 and 7 are small acreage commercial parcels which relate to the size and value of the individual lots, whereas Sales 8, 9, 10 and 11 are large acreage

commercial parcels which relate to the total size and value of the combined subject property containing 10.67 acres. Lot 1 has full exposure to the Freeway 168 interchange and frontage and exposure on Herndon Avenue and Clovis Avenue. According to a city official, no access will be allowed to or from Herndon Avenue, so access will be only from Clovis Avenue. That is typical of similar commercial lots located on thoroughfares and is a situation found on 3 of the 4 large acreage sales included in this report. Lot 1 is ideally suited for high profile highway commercial uses such as gas stations, fast food restaurants, mini-marts and/or motels. Lot 2 has full exposure to the interchange but frontage and access only on Clovis Avenue. Lot 2 is well suited for uses such as financial institutions, motels, mini-marts, full scale restaurants, and/or a small retail center. In addition, Lot 2 has the burden of the requirement that Lots 5, 6 and 7 be sold with it, because it provides access to those lots. Lots 5, 6 and 7 have full exposure to the interchange but no independent access to any public street. They are dependent on Lot 2 for access across the approximate sixty-foot wide connection between Lot 2 and Lots 5, 6 and 7. Lots 5, 6 and 7 are well suited for high tech use such as offices, processing and storage space, for research and development type businesses. The shape and restricted access of Lots 5, 6 and 7 have a definite negative effect on their market value.

The two analyses of Lots 5, 6 and 7 will be presented first. Therefore, following is a discussion of the comparable data that relates to those lots.

**Sale No. 1** is a 2.41 acre parcel which sold in March of 1997 for \$5.00 per square foot. It is zoned C-2. It was necessary for the buyer to spend an additional \$25,000 to fill a temporary ponding basin, which brings the effective sales price paid to \$5.24 per square foot. This parcel is located directly across the street from the subject property, adjacent to an existing community shopping center anchored by Save Mart and Long's. The property was subsequently developed to conform to the shopping center, and is now part of that shopping center. The property has 600 feet of frontage on Clovis Avenue, 175 feet in depth along the frontage of Palo Alto Avenue and 170 feet in depth along the frontage of Magill Avenue. It has good access to Clovis Avenue. It was a level (except for the ponding basin), rectangular shaped parcel with curb and gutter in and all utilities available at the site. This sale has no frontage on, and little exposure to, Herndon Avenue or the Highway 168 Interchange, and it sold prior to construction of the interchange. This is a generally rectangular shaped parcel and is all usable.

**Listing No. 2** is a 1.91 acre parcel located at the Southeast corner of Clovis Avenue and Palo Alto Avenue, across the street from the subject property and also across the street from Sale No. 1. It is currently on the market for \$12.00 per square foot. It is zoned C-2. It has 230 feet of frontage on Clovis Avenue and is 356 feet in depth along Palo Alto Avenue. It has good access to Clovis Avenue. All utilities and city services are at the site. This parcel lies within the same Mixed Use Plan that the subject property is in. It is for that reason that the owners feel they can get \$12.00 per square foot for the property. However, the broker feels that the listing price is too high. He feels that \$6.50 per square foot is the maximum that an investor would pay, although an owner user may pay up to \$8.50 per square foot if he wanted this location. He is the same broker who sold Sale No. 1, so he is very familiar with the location. His opinion is based on the fact that rents

attainable for developed properties in this location will not currently support any higher land value than \$6.50 per square foot. This property has no exposure to Herndon Avenue or to the Highway 168 interchange. The owners are evidently content to wait it out at the higher price, but the broker has been instructed to submit all offers, so it remains to be seen what price the property will eventually sell for. This is a generally rectangular shaped parcel and is all usable.

**Listing No. 3** is a 2.30 acre parcel located on the East side of Clovis Avenue, 230 feet South of Palo Alto Avenue, adjacent to Listing No. 2. It is currently on the market by the owner for \$10.00 per square foot. It is zoned C-2. It has 256 feet of frontage on Clovis Avenue and is 356 feet in depth. It has good access to Clovis Avenue. All utilities and city services are available to the site. This property is also within the same Mixed Use Plan as the subject property. The broker who sold Sale No. 1 and who currently has the listing on Listing No. 2 previously had a listing on this parcel. He feels that this listing price is too high. His opinion of a reasonable value is \$4.00 to \$5.00 per square foot, again based on the rent level attainable at the location. That is one reason he no longer has the listing. This property has no exposure to Herndon Avenue or to the Highway 168 interchange. Comparing this Listing to Listing No. 2 gives a good indication of the difference in value perceived for an interior lot as compared to a corner lot. Of course this is not a pure comparison because No. 2 is also across the street from an existing community shopping center whereas No. 3 is 256 feet removed from that center. The owner stated that he had a sale in escrow about two years ago at \$10.00 per square foot to an owner user consisting of a tire shop but the city would not allow that use at this location so the sale fell through. This is a somewhat L shaped parcel with a small amount of wasted space at the rear, but is predominantly rectangular shaped and mostly usable.

**Sale No. 4** is a .92 acre commercial parcel located on the North side of Herndon Avenue, 385 feet East of Marion Avenue. This location is roughly ¼ mile East of the subject property and the Highway 168 interchange. It sold in March of 2000 for \$10.00 per square foot. It is zoned C-1. It has 200 feet of frontage on and access to Herndon Avenue but no direct exposure to the freeway. It contains an old house which was attributed no value. The house will be removed by the buyer and the lot will be either developed or re-sold for commercial use. This is a small parcel, which typically results in a higher price per square foot than larger parcels. This is a generally rectangular shaped parcel and is all usable.

**Sale No. 5** is a 1.02 acre commercial parcel located on the West side of Fresno Street, 152 feet North of Fir Avenue. This location is roughly 4½ miles West of the subject property. It is located near the Freeway 41/Herndon Avenue interchange. It sold in March of 2000 for \$11.25 per square foot. It is zoned CP/UGM. It has about 325 feet of frontage and is about 216 feet deep. A motel developer bought the larger parcel, split the lot, built a motel on the rear portion and sold this front portion for construction of an IHOP Restaurant, which has since been built. All utilities and city services were at the site. This is a smaller parcel which typically results in a higher price per square foot than larger parcels. It is located in a high profile location among new office and motel

development, but is farther from an interchange than the subject. It has good access to Fresno Street. This is a somewhat irregular shaped parcel but is all usable.

**Sale No. 6** is a 1.14 acre highway commercial site located on the west side of N. Thesta Avenue, about 360 feet north of Bullard Avenue. This location is roughly 5 miles southwest of the subject property. It sold in May of 2000 for \$11.58 per square foot. The rear of the site is adjacent to Freeway 41. It has about 136 feet of frontage and is about 355 feet in depth. It has good exposure from the freeway and the full interchange at Bullard Avenue, but access to the parcel is circuitous by way of Bullard Avenue to a U turn at Fresno Street and then back to Thesta Avenue. A new Fairfield Inn Motel was subsequently built on the site. There is another motel and a restaurant adjacent but the immediate vicinity is dominated by medical office buildings. The area is fully developed. All offsite improvements were in and utilities were at the site. This is a rectangular shaped parcel so it is all usable.

**Sale No. 7** is a 2.34 acre highway commercial site located on the south side of Herndon Avenue between the northbound off ramp from Highway 99 and Golden State Boulevard. This location is about 12 miles west of the subject property. It sold in July of 1996 for \$12.26 per square foot. At the time of the sale it was zoned M-1 (industrial) but the zoning was subsequently changed to commercial. It was subsequently developed to a mixed use consisting of a Texaco Gas Station with Mini-Mart, a Burger King and a Taco-Bell. This is a true highway commercial site in a sparsely populated area, with few nearby residents to support it. There is no public water or sewer at this site. Highway 99 carries a large volume of traffic up and down the east side of the valley and is much busier than Highway 168, hence this is a higher profile location than the subject. This is a generally rectangular shaped parcel so it is all usable.

The Mixed Use Concept filed by the City of Clovis for redevelopment of the property assumes Lots 5, 6 and 7 to be combined with the adjacent lots on the east to provide access to Clovis Avenue. While the Mixed Use Overlay has been taken into consideration as to the effect it has on the subject property values, no assumption can be made in this appraisal that Lots 5, 6 and 7 would be combined with the adjacent lots on the east. All of the lots within the subject property must be appraised independently, as they now exist, because that is how they would have to be marketed. However, an analysis was completed as to the value of Lots 5, 6 and 7 as combined with the lots on the east, with the conclusion that Lots 5, 6 and 7 would not have any greater value as combined with those lots. That analysis represents the first scenario to be considered in this four faceted appraisal problem.

It has long been the policy of this department to appraise parcels without access at the value they add to the adjacent property. However, that concept needs to be dissected and analyzed as to its validity in all such cases. This appraiser contends that there is more than one value which a parcel without access can command on the market. You have to ask yourself, value to whom? The property can have one value "after joinder" with the adjacent site, but not necessarily the same value can be attributed to the parcel before being joined. There can also be instances where assembling two or more parcels into one

parcel can result in "plottage." In the Appraisal of Real Estate, 12<sup>th</sup> Edition, published by the Appraisal Institute, Page 197, plottage is defined as "The increment of value created when two or more sites are combined to produce greater utility." It goes on to define "assemblage" as "The combining of two or more parcels, usually but not necessarily contiguous, into one ownership or use; the process that creates plottage value." In other words, plottage value results when the assembling of two or more parcels results in a unit value (such as price per square foot) greater than the unit values of the separate parcels before assemblage. It goes on to state that the reverse can also occur. **The combining of two or more parcels may result in a lesser unit value than the unit values of the individual lots.**

With regard to the concept of value after combining two or more parcels versus the value of the individual parcels before being combined, one must consider the motivation of the investor for combining the parcels. A real estate investor, like any other business person, is persuaded to take action by the profit motive. For example, if you were a retailer and you knew that competition would only allow you to sell a candy bar for \$1.00, would you pay \$1.00 to acquire that candy bar? If you would, you wouldn't be in business very long. Obviously, you would have to pay something less than \$1.00 for the candy bar to cover your overhead and still make a profit after selling it for \$1.00. The same is true of real estate investors. If you know that a combined site will sell on the market for \$10.00 per square foot, you would not pay \$10.00 per square foot to acquire an adjacent parcel. You would have to pay something less in order to cover your overhead and still make a profit. Hence, my statement that an excess land parcel before joinder is not necessarily the same as it is after joinder. That is the situation we are dealing with in trying to place a market value on the excess land without independent access. The following discussion will support this statement.

An additional, and a very important, factor to consider in the value of parcels without independent access, is that the adjacent owner often does not want the excess parcel, and/or once he realizes that he is the only one to whom the excess land can be sold, he often becomes unwilling to pay more than a nominal amount to acquire it. In these situations, the adjacent owner is not really interested in the value of the parcel because he knows that the state must either keep the parcel or practically give it away.

As a case in point, the adjacent lots have no compelling reason to add the excess land parcels to their ownership. One adjacent lot (A.P.N. 491-030-33 and 34) is 327 feet wide at the rear but has only 196 feet of frontage on Clovis Avenue. That lot is 613 feet in depth, which is 3.13 times its width at the frontage. That surpasses the optimum length to width ratio for commercial sites which is typically considered to be two and one half to three times. That lot contains 3.78 acres. In addition, the northwesterly corner of that lot currently comes within about 60 feet of the freeway off ramp. It has maximum exposure to the freeway currently. Adding the adjacent excess land parcel to this lot would only add additional land area and a slightly greater degree of exposure from the north bound lanes and off ramp from the freeway. However, it should be noted that from the south bound on ramp and the south bound lanes on the westerly side of the freeway, the adjacent lot is visible but the state owned excess is not. So that tends to dilute any

additional exposure that the excess would add to the adjacent lots. The owner of this adjacent lot (Paul Moore) was contacted and asked if he would be interested in acquiring the adjacent state owned excess. He responded that yes, he would. When asked how much he would be willing to pay for it, he said \$10,000 per acre sounded like a reasonable price (which equates to \$ .23 per square foot). After thinking for a minute, he again responded that maybe he would be willing to pay as much as he had recently paid for land in the planned Rio Mesa development just across the river in Madera County; that being \$23,000 per acre (which equates to \$ .53 per square foot). It is important to note that this same owner is currently asking a price of \$8.00 per square foot for his adjacent land which fronts on Clovis Avenue, from the City of Clovis. In the appraiser's opinion, \$6.00 to \$7.00 per square foot would be closer to the market value of his lot. However, this is an excellent illustration of the situation where an owner is offered an adjacent parcel without access, which he doesn't really need.

The other adjacent lot (A.P.N. 491-030-23 and 40) is 276 feet wide. It is 728 feet long on the north side and 1,032 feet long on the south side. This parcel far exceeds the typical length to width ratio of commercial lots and has no need to add the excess land to its ownership. The additional degree of exposure that would result is negligible, as discussed above. This lot contains 6 acres. The owner of this lot (Dr. Christopher Perkins) was also contacted and asked if he would be interested in purchasing the excess land. He said no, he wouldn't. He was then asked what he thought the market value of the excess land would be. He responded that it couldn't be worth more than \$1.50 to \$2.00 per square foot. It should be noted that no prompting was done by the appraiser when interviewing either of the adjacent owners. The value opinions they stated were their own opinions. It should also be noted that both owners are experienced in real estate and have rather large holdings. This owner is currently asking \$7.00 per square foot from the City of Clovis for his adjacent lot which fronts on Clovis Avenue. This appraiser's opinion of the value of his lot would be more like \$5.00 to \$6.00 per square foot. This is another example of the situation where an adjacent owner is offered an excess land parcel which he doesn't really want or need.

The value opinions stated by the appraiser for the adjacent parcels are based on the market data which was presented on the preceding pages, and tempered to some degree by the owner's stated opinions of the value of their lands. Based on the foregoing discussion, it is the appraiser's opinion that if the excess land parcels were added to the adjacent parcels, it would tend to lower the value per square foot of the adjacent parcels. In the appraiser's opinion, the slightly greater degree of exposure added by the excess land parcels would not offset the awkward length to width ratios which would result. In addition, the northerly lot (owned by Paul Moore) would be nearly doubled in size from 3.78 acres to 6.53 acres. The southerly lot (owned by Dr. Christopher Perkins) would be increased in size from 6 acres to 8.08 acres. As the size of land parcels increase, their prices per square foot tend to decrease because it further limits the effective demand for the property by decreasing the pool of qualified market participants.

An additional comment is pertinent as it relates to the market for commercial parcels such as are under consideration here. This comment is based on a conversation with a

successful local real estate broker who is very familiar with the subject location. The market for commercial sites can be divided into two groups; investors and owner users. An investor will pay no more for a parcel than he can either make a profit on in a re-sale or that he can make a profit on in rental obtained from the property. With regard to the subject location, that profit threshold has resulted in the conclusion that an investor can pay no more than \$6.50 per square foot for land in order to have a successful venture. An owner user will often pay more for a particular location that he particularly wants, than a strict investor will pay. That owner user threshold in the subject location is considered to be \$8.50 per square foot at the present time. However, owner users are typically interested in much smaller parcels than investors. The Paul Moore parcel (3.78 acres) is probably border line between an investor parcel and an owner user parcel. However, adding the excess land parcel would move it into the investor type category. The Christopher Perkins parcel (6 acres) is probably already in the investor category. It should be noted that the range of \$6.50 to \$8.50 per square foot stated above for investor and owner user parcels is not intended to imply that the adjacent parcels have current values of \$6.50 to \$8.50 per square foot. There are other things which must be considered such as parcel size, offsite and onsite improvements, existing development in the immediate vicinity, and the location and amount of competing sites available.

With consideration to all of the above discussion then, it is this appraiser's considered opinion that the Paul Moore parcel has a current market value of \$7.00 per square foot and the Christopher Perkins parcel has a current market value of \$5.00 per square foot. To simplify the analysis, that results in an average value of \$6.00 per square foot for the two parcels as they currently exist. It is further this appraiser's opinion that adding the excess land parcels to the adjacent parcels would decrease the over all unit value to an average of \$5.00 per square foot after the parcels are combined. The total estimated value of the two adjacent parcels as they now exist is 426,017 square feet @ \$6.00 per square foot which equals \$2,556,102. The total estimated value of the parcels after adding the excess land is 636,412 square feet @ \$5.00 per square foot which equals \$3,182,060. The difference between the two is \$615,957; and when that amount is divided by the size of Lots 5, 6 and 7 (211,083 square feet), the resultant value indication for Lots 5, 6 and 7 is \$2.97 per square foot. However, the value of the excess land parcels as they currently exist, before combining them with the adjacent parcels, would be no more than an adjacent owner would pay for them and that has been expressed as a maximum of \$2.00 per square foot. The calculations discussed above are illustrated in numerical format on the following page:



**Total Estimated Value of the Two Adjacent Parcels as They Now Exist:**

426,017 Sq. Ft. @ \$6.00 per Sq. Ft. = \$ 2,556,102

**Total Estimated Value of the Parcels After Adding the Excess Land:**

636,412 Sq. Ft. @ \$5.00 per Sq. Ft. = \$ 3,182,060

**Difference** \$ 625,958

**Value Attributable to the Excess Land After Combining it with the Adjacent Lots:**

\$625,958 divided by 211,083 Sq. Ft. = \$2.97 per square foot.

The next scenario to be analyzed is to estimate what the value of Lots 5, 6 and 7 would be if Palo Alto Avenue were extended to them from Clovis Avenue to provide public street access. On paper, the Palo Alto Avenue alignment is adjacent to the southerly end of Lot 5 for 21.936 meters which equates to 72 feet. That is wide enough to provide a street into the property. A 62 foot wide right of way is currently required for a city street. The Assessor's Parcel Map (491-03) indicates a 30 foot right of way for Palo Alto Avenue west of Clovis Avenue. Since a 62 foot right of way would be required for a city street, the cost to acquire additional right of way along that 1,032 foot distance will have to be estimated, in addition to a cost estimate to construct the street. In addition, there is an existing irrigation canal on the Palo Alto Avenue alignment that will have to be undergrounded in a pipeline in order to extend the street. That cost will also have to be estimated.

The starting point for estimating the value of Lots 5, 6 and 7 under this scenario is to estimate the value of the lots under the assumption that the street has been extended to serve them. That estimate will be based upon the comparable sales and listings recited previously in this section.

The total size of Lots 5, 6 and 7 is 211,083 square foot (4.85 acres). They are irregular in shape. The access provided by extending Palo Alto Avenue westerly from Clovis Avenue would serve the southerly end of the property which would result in the necessity to provide for a significant interior street system in order to develop the property to its highest and best use. The appraiser's opinion of the highest and best use of the property as it currently exists is for research and development involving offices, laboratory and storage space. That conclusion is based on the current access restrictions that property has which relies on Lot 2 to provide access to Clovis Avenue. Assuming that Palo Alto Avenue were extended to the property to provide access, the highest and best use could be expanded to include more highway commercial oriented properties such as motels, restaurants and retail establishments. Considering that expanded use potential along with the size, shape, freeway exposure and circuitry of travel required to reach the property, as well as the low degree to which the immediate vicinity is currently developed plus the high degree of availability of competing vacant sites nearby, the value conclusion is increased to \$7.00 per square foot. That results in a total value of \$1,477,581. The costs to extend Palo Alto Avenue then must be deducted. After deducting the costs to extend

public street and services to the property, the value indication for Lots 5, 6 and 7 is \$4.71 per square foot. Those estimated costs are detailed as follows:

1,050 linear feet of street to city standards with concrete sidewalk,  
curb and gutter at \$140.00 per linear foot = \$ 147,000.00

1,050 linear feet of 36 inch underground pipe installed at \$60.00  
per linear foot for the irrigation canal = \$ 63,000.00

Extension of Public Water, Sewer, Gas & Electric to Site \$ 75,000.00

32 feet of additional right of way required times 1,032 feet  
results in 33,024 square feet of land required @ \$6.00 per sq. ft. = \$ 198,144.00

**Total Costs** \$ 483,144.00

\$ 1,477,581 - \$483,144 = \$ 994,437.00

\$ 994,437 divided by 211,083 = \$ 4.71 per square foot

Now the total subject site will be analyzed on the basis of a single sale to a single purchaser, and will be considered on the basis of the total site as it now exists, without consideration of other possible sites that portions may be added to, or extension of streets to serve portions of the site. The total site is 10.67 acres or 464,496 square feet in size. Sites of this size comprise a different market than smaller single user sites. These larger sites must be developed to either multiple uses or to a large box type use. Due to the location on an interchange, multiple or mixed uses are the most likely use for the subject site. As mentioned previously, Lot 1 at the northerly end of the site fronts on the freeway off ramp, Herndon Avenue and Clovis Avenue. It will have access only to Clovis Avenue. It contains 1.96 acres or 85,263 square feet. It is ideally suited for highway commercial uses such as motels, gas stations, fast food restaurants or convenience markets. It is considered to be a prime highway commercial site. Lot 2 just south of Lot 1 fronts on and has access to Clovis Avenue. It is well suited for highway commercial uses such as a hotel, full service restaurant or retail. It contains 3.86 acres or 168,150 square feet. Lots 5, 6 and 7 are located south of Lot 2 between the freeway off ramp and privately owned parcels fronting on Clovis Avenue. They have good exposure to the freeway, but rely on a 60 foot wide connection with Lot 2 for access to a public street and have an irregular shape. That has the effect of reducing the value of Lot 2 because Lots 5, 6 and 7 would have to be sold with it, thereby constricting the market. Lots 5, 6 and 7 are well suited for research and development type uses.

Comparable Sales 8 through 11 will be related to the total site due to their size. Following is a discussion of those sales.

**Sale No. 8** is a 12 acre raw commercial land parcel located at the Northeast corner of Herndon Avenue and Fowler Avenue, roughly 1 mile East of the subject property and the

Highway 168 interchange. It sold in July of 2000 for \$7.36 per square foot. It is zoned C-M. It is currently being developed into a community shopping center. Ralph's Markets subsequently purchased a pad in the center and is now open for business. This is a level piece of raw ground located at the Northeast fringe of the City of Clovis. It has 854 feet of frontage on, and access to, Herndon Avenue. It is 535 feet in depth along Fowler Avenue, which it also has access to. It is generally rectangular in shape and is all usable. Utilities were at the site. Another new shopping center anchored by Von's Market is diagonally across the street. These shopping centers are in the direct path of growth of the City of Clovis.

**Sale No. 9** is a 19.46 acre site located at the Southeast corner of the Friant Expressway and Audobon Drive, roughly 6 miles Northwest of the subject property. It sold in November of 2000 for \$5.30 per square foot. It is zoned C-P and R-P for administrative and/or office use. The location is in the prestigious Woodward Park area of Northeast Fresno, near the Highway 41/Friant Avenue interchange and also near the new River Park Shopping Center. All utilities and city services are at the property and curb and gutter are in. It has frontage on both the Friant Expressway and Audobon Drive but access may be allowed only on Audobon Drive. This site has roughly one half the depth along the Friant Expressway as its frontage on the access street, Audobon Drive. The original 38.92 acre parcel was split, half of which was purchased by this buyer, and half of which was purchased by the buyer of Sale No. 10. The use potential for this parcel is somewhat lesser than the subject property because the zoning only allows limited commercial uses and office development. The land has now been split into smaller parcels and buyers for these smaller parcels are being sought at \$10.00 to \$15.00 per square foot. The owner will install an interior street system and bring in utilities for all lots created. The uses proposed are offices and limited commercial such as a bank and restaurant. This has been a very controversial parcel. The local residents seem to be opposed to any high-density traffic generating development on the property and there have been several hearings over its potential use before the Fresno City Council. Compared to the total subject site, this sale is considered superior in location but inferior in exposure. The sale is larger than the subject and it has a lesser use potential. Despite the zoning and the controversy surrounding this parcel, it is considered to be a highly attractive and sought after property, due primarily to its location.

**Sale No. 10** is a 19.46 acre site located at the Northeast corner of the Friant Expressway and Fresno Street, roughly 6 miles Northwest of the subject property. It sold in November of 2000 for \$5.02 per square foot. It is zoned C-P and R-P for administrative and/or office use. The location is in the prestigious Woodward Park area of Northeast Fresno, near the Highway 168/Friant Avenue interchange and also near the new River Park Shopping Center. All utilities and city services are at the property and curb and gutter are in. It has frontage on both the Friant Expressway and Fresno Street but access may be allowed only on Fresno Street. The depth of this parcel is roughly equal to its frontage on Fresno Street. The original 38.92 acre parcel was split, half of which was purchased by this buyer, and half of which was purchased by the buyer of Sale No. 9. The use potential for this parcel is somewhat lesser than the subject property because the zoning only allows limited commercial and office development. However, the buyer is

attempting to have it re-zoned to allow retail commercial use. Tenants are currently being sought for office and retail uses, although the retail still has to be approved by the city council. The total parcel will be developed together in a mixed-use concept. This has been a very controversial parcel. The local residents seem to be opposed to any high-density traffic generating development on the property and there have been several hearings over its potential use before the Fresno City Council. The sale is larger than the subject and it currently has a lesser use potential. Despite the aspects of zoning and controversy surrounding this parcel, it is considered a prestigious and sought after location.

**Sale No. 11** is an 18.68 acre parcel located surrounding the northwest corner of West Herndon Avenue and Ingram Avenue, roughly 7 ½ miles west of the subject property. It sold in December of 2000 for \$5.54 per square foot. In addition, an improvement bond was paid off by the buyer in the amount of \$1,788,325 with the agreement that the seller would reimburse the buyer the amount of \$730,515 when building permits were pulled. That results in a net payment for the bond in the amount of \$1,057,810 which equates to \$1.30 per square foot. The total price paid including the bond pay off was \$6.84 per square foot. This sale is located in the new Palm Bluffs Business Park which is developing rapidly to high class businesses, offices and clean light industry. The parcel fronts on Locust Avenue at the rear so it actually has frontage on three streets. However, no access is allowed onto Herndon Avenue. Access is only allowed on Ingram Street and Locust Avenue. The property is somewhat irregular but generally rectangular in shape and is all usable. A new Wal-Mart is currently under construction on the site and two smaller, independently owned businesses are under construction on the adjacent corner. This sale represents a high-end sale for a parcel this size to a national credit buyer.

#### **Final Value Reconciliation:**

The four comparable sales utilized in the comparison process for the total site to a single purchaser are all recent sales of larger acreage commercial sites in desirable locations. They will be related to the subject property with primary emphasis on size, shape, usability, exposure and access. The sale properties are all larger than the subject by varying degrees, but all are considered to be in the investor property size category, so they can be considered generally comparable with relation to size. The sales are all located on major traffic arterials so they are considered comparable to slightly inferior with regard to exposure, due to the subject location on the interchange. However, all of the sales would rate higher than the subject with respect to shape, usability and access, due to the back lots (5, 6 and 7) on the subject property with irregular shape, limited usability, and very limited access. With consideration to all these factors, the final value conclusion for the total site to a single purchaser is \$5.00 per square foot or a total of \$2,322,480 rounded to \$2,325,000.

At the request of the client, an additional scenario has been considered, that being the value of all of the land within the City of Clovis Conceptual Master Plan as if owned by one party, in a single bulk sale to a single purchaser. In addition to the subject 10.67 acres, that would include the adjacent lands to the east and south of the subject as well as

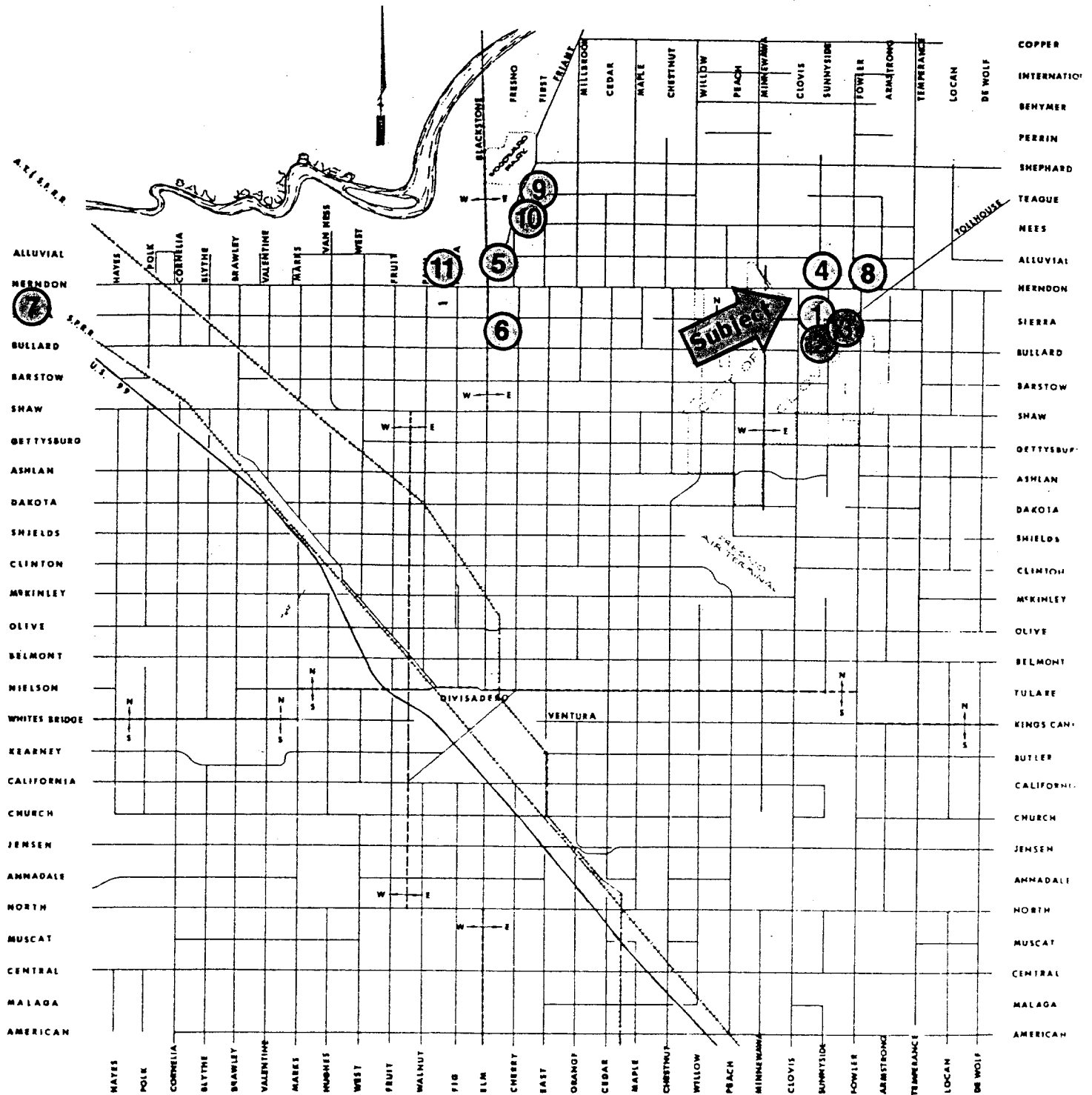
the lands across Clovis Avenue to the east and across Herndon Avenue to the north; encompassing a total of 46 acres. Considering the extremely limited effective demand for a 46 acre commercial parcel in the local market, one would have to conclude that the market value would be less than the values paid in the four large acreage land sales presented above, and less than the value concluded for the 10.67 acre subject parcel. In the opinion of this appraiser, \$4.00 per square foot would represent the maximum that could be obtained for such a large acreage parcel.

After considering all of the various scenarios presented above, the final value conclusion for the subject property is as presented above in the discussion of the value of the total 10.67 acre site in a single sale to a single purchaser; that being, \$5.00 per square foot.

**10.66 acres = 464,496 square feet @ \$5.00 = \$2,322,480.00**

**rounded to \$2,325,000.00**

# FRESNO CLOVIS METRO. AREA



**Comparable Land Sales**

# COMMERCIAL LAND SALES SUMMARY

Sale No.	Location & A. P. N.	Recording Date	Sales Price	Zoning	Use at Time of Sale	Proposed Use	Size In Acres	Price Per Acre	Size In Sq. Ft.	Price Per Sq. Ft.	Remarks
1	Northeast Corner of Clovis & Palo Alto Avenues Clovis 491-303-22, 23, 24	3/7/97	\$ 550,000	C-2	Vacant Site	Shopping Center	2.41	\$ 228,216	104,980	\$ 5.24	This parcel is adjacent to an existing shopping center, and has since been developed to conform to the center. It has 600 feet of frontage on Clovis Ave & is 170 feet deep. Price includes \$25,000 to fill a basin. Located just east of Hwy 168 Interchange.
2	Southeast Corner of Clovis Ave & Palo Alto Ave. Clovis 491-231-21	Current Listing	\$ 1,000,000	C-2	Vacant Site	Retail & Office	1.91	\$ 522,772	83,325	\$ 12.00	Corner parcel just south of Sale No. 1. Fronts Clovis Ave. for 230 feet. 356 feet deep on Palo Alto Ave. In Redevelopment Plan. All utilities & services available. Broker says it is listed too high. He thinks \$6.50 to \$8.50 per sq. ft. is what it should sell for.
3	East Side of Clovis Ave., 230 feet South of Palo Alto Ave. Clovis 491-231-22, 23, 24	Current Listing	\$ 1,002,000	C-2	Vacant Site	Retail & Office	2.30	\$ 435,652	100,188	\$ 10.00	Interior parcel located just south of Comp. No. 2. Fronts Clovis Ave. for 256 feet. 356 feet deep. L shaped parcel has wasted space at rear. All utilities & services available. In Redevelopment Plan. A broker who formerly had it listed says the asking price is too high. He thinks \$5.00 per sq. ft. is about what it should sell for.
4	North Side of Herndon Ave., 385 feet East of Marlon Ave. Clovis 562-142-13	3/20/00	\$ 400,000	C-1	Old House	Commercial	0.92	\$ 435,600	40,000	\$ 10.00	There is currently an old house of no value on the property. This house will be moved and the lot used for commercial purposes. Located just east of Hwy 168 Interchange.
5	West Side of Fresno Street, 152 feet North of Fir Ave, Fresno 303-640-17	3/21/00	\$ 500,000	C-P/UGM	Vacant Lot	Restaurant	1.02	\$ 490,198	44,431	\$ 11.25	IHOP Restaurant subsequently built on site. Just north of Herndon Ave., near a Hwy 41 Interchange.

# COMMERCIAL LAND SALES SUMMARY

Sale No.	Location & A. P. N.	Recording Date	Sales Price	Zoning	Use at Time of Sale	Proposed Use	Size In Acres	Price Per Acre	Size In Sq. Ft.	Price Per Sq. Ft.	Remarks
6	6065 N. Thesta Street Fresno 409-200-47	5/25/00	\$ 575,000	C-P	Vacant Site	Motel	1.14	\$ 504,386	49,640	\$ 11.58	Located on Thesta St. about 360 feet north of Bullard Ave. Rear line adjacent to Freeway 41. Full interchange at Bullard but access is circuitous. New motel built after sale. There is another motel and restaurant adjacent. Immediate area dominated by medical offices.
7	Southwest Corner of Herndon Ave & Golden State Blvd. Fresno 504-141-11 & 12	7/16/96	\$ 1,250,000	M-1	Vacant Site	Commercial	2.34	\$ 534,188	101,931	\$ 12.26	Subsequently developed to a Texaco gas station, Mini-Mart, Burger King & Taco Bell. Located between Hwy 99 off ramp & Golden State Blvd. Subsequently rezoned for Commercial Use. A true highway commercial site located in a sparsely populated area. No public water or sewer.
8	Northeast Corner of Herndon Ave & Fowler Ave. Clovis Portion of 563-132-01	7/11/00	\$ 3,846,500	C-M	Raw Land	Shopping Center	12	\$ 320,542	522,720	\$ 7.36	Located at Northeast fringe of City of Clovis. Purchased to build a shopping center. Ralph's Market bought a pad within the center & is now open.
9	Southeast Corner of Friant Expressway & Audobon Drive Fresno Portion of 402-220-35, 36, 37	11/29/00	\$ 4,495,742	C-P & R-P	Vacant Site	Office	19.46	\$ 231,025	947,678	\$ 5.30	High profile location near a Freeway 41 interchange, Woodward Park & the new River Park shopping area. Office development planned. On corner with double street frontage.
10	Northeast Corner of Friant Expressway & Fresno Street Fresno Portion of 402-220-35, 36, 37	10/31/00	\$ 4,253,742	C-P & R-P	Vacant Site	Retail & Office	19.46	\$ 218,599	347,678	\$ 5.02	High profile location adjacent to Sale # 8. Buyer attempting to re-zone for retail use. Original 38.92 acre parcel split, half going to this buyer and half to buyer of Sale # 8. On corner with double street frontage.



# COMMERCIAL LAND SALES SUMMARY

Sale No.	Location & A. P. N.	Recording Date	Sales Price	Zoning	Use at Time of Sale	Proposed Use	Size in Acres	Price Per Acre	Size in Sq. Ft.	Price Per Sq. Ft.	Remarks
11	Surrounds the Northwest Corner of Herndon & Ingram Avenues Fresno Now 405-560-32 & 33	12/4/00	\$5,569,641.50	C-6/EA	Vacant Site	Retail	18.68	\$ 298,161	913,700	\$ 6.84	High profile corner on W. Herndon Ave. in the new Palm Bluffs Business Park, which is developing with high class businesses and clean light industry. Finished site with all street imp's. & utilities in. Sales price consists of \$4,511,831.50 (\$5.54/sf) cash plus payment of an improvement bond of \$1,057,810 (\$1.30/sf). Has frontage on three streets, Herndon, Ingram and Locust. A new Wal-Mart is now under cons't. on site.

## COMPARABLE DATA

Sale No. 1



(FRE-C-97-12)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Sale

NO. 1 (FRE-C-97-12)

Property Address: Northeast corner of Clovis and Palo Alto Avenue

Locale: Clovis

Legal Description or APN: 491-303-24, 23 & 22

Zone: "C-2" (Commercial)

Present Use: Specialty Center

Best Use: Commercial

(extension of shopping center to north

Owner/Grantor: Hamel Development Co., Inc.

Grantee: NMSBPCSLDHB, Ltd.

Listed With: Realtor

Date Listed: 4 1/2 months

Interviewed By: Bill Scott, broker

Verified By: David P. Hamilton

Reviewed By: R.C. Curry

Date Recorded: 03/07/97

Inst. No.: 97-031677  
or Bk/Pg:

DTT \$ (FV)

Date of Sale: 03/97

TD's/Lenders/Rates/Years

Price: \$ 525,000.00

Down Payment: \$ Cash to seller

Adjustments: \$ 25,000.00 (Fill a temporary ponding basin)

Adjusted S.P.: \$ 550,000.00

Property:

Size: 2.41 acres or 104,980 s.f.

Total Price:

Per Unit

Actual SP \$217,840.00/acre or \$5.00/s.f.

Adjusted \$228,220.00/acre or \$5.24/s.f.

Improvements: None

\$ 0

**Remarks:**

This parcel has about 600 feet of frontage on Clovis Avenue, 175 feet on Palo Alto Avenue, and 170+ feet on East Magill, topography is level, rectangular shape, curb, gutter, all utilities were available.

Date Inspected: August 2000  
11/16/00

By: Robert C. Curry  
R. D. Henry

1-800-345-7334

SCALE IN 1/16 OF AN INCH

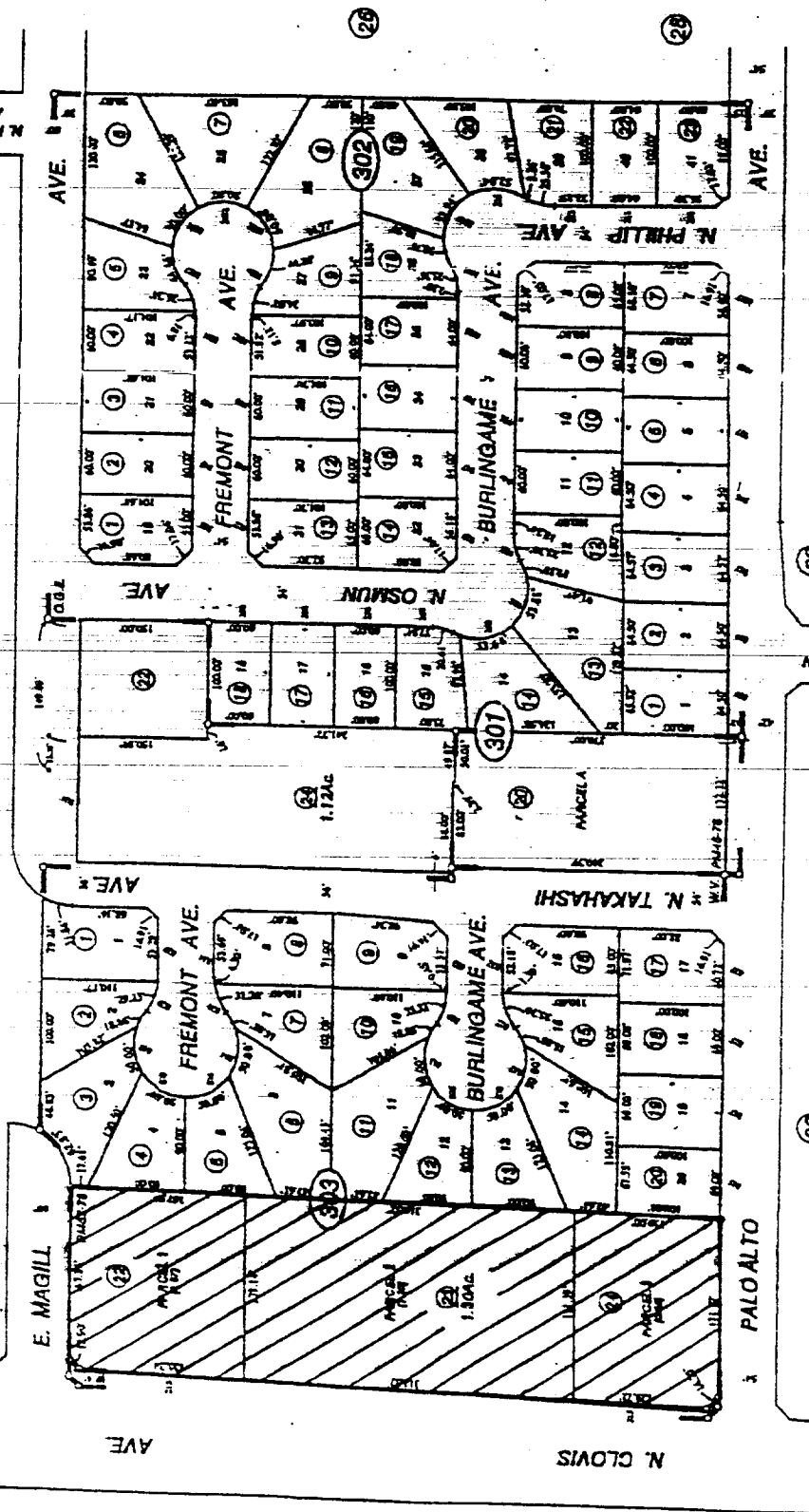
... NOTE ...  
This map is for Assessor's purposes only.  
It is not to be used for legal purposes.  
For legal purposes, consult the Assessor's  
Office for a copy of the Assessor's Map.

SUBDIVIDED LAND IN POR. SEC. 4, T. 13 S., R. 21 E., M. D. B. & M.

Tax Rate Area  
1-03  
1-04

497-30

N. PHILLIP AVE.  
1"=100'



23

23

28

Olive Grove Estates - Tract No. 3882 - Plat Bk 48, Pg. 33  
Parcel Map No. 87-10 - Bk 48, Pg. 78  
Parcel Map No. 96-7 - Bk 57, Pg. 78  
Williamburg Village - Tract No. 3948 - Plat Bk 54, Pg. 53

JUN 8 1999

Assessor's Map Bk 491 - Pg. 30  
County of Fresno, Calif.

NOTE: Assessor's Block Numbers Shown in Ellipse  
Assessor's Parcel Numbers Shown in Circles

01-27-99

## COMPARABLE DATA

Listing No. 2



(FRE-C-01-03)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Listing NO. 2 (FRE-C-01-03)  
Property Address: SEC Clovis Avenue & Palo Alto Locale: Clovis  
Legal Description or APN: 491-231-21  
Zone: C-2 Present Use: Vacant Land Best Use: Retail or office  
Owner/Grantor: Patrick & Ray & Edna Hodgins  
Grantee:  
Listed With: Commercial Pacific Date Listed: 4 months  
Interviewed and Dates: Bill Scott, broker, 06/21/01  
Date Recorded: Inst. No.: DTT \$ Date of Sale:  
or Bk/Pg:  
Price: \$ 1,000,000.00 Down Payment: \$ TD's/Lenders/Rates/Years  
Adjustments: \$ \_\_\_\_\_

Land:  
Approx. Dimensions Area Unit Price  
Irregular 83,325 s.f. @ \$12.00/SF

Improvements: None \$ 1,000,000.00  
\$ 0  
\$ 1,000,000.00

Remarks:

Corner parcel just south of a shopping center. Two hundred thirty feet of Clovis Avenue frontage, three hundred fifty-six feet deep along Palo Alto Avenue. The broker feels that the land is listed for about double what it should be because retail or office rents attainable at this location will only support about \$6.00 to \$8.00 per square foot. All utilities and services are available. Within City of Clovis Redevelopment Plan.

Date Inspected: 06/21/01

By: R. D. HENRY

1-800-345-7334



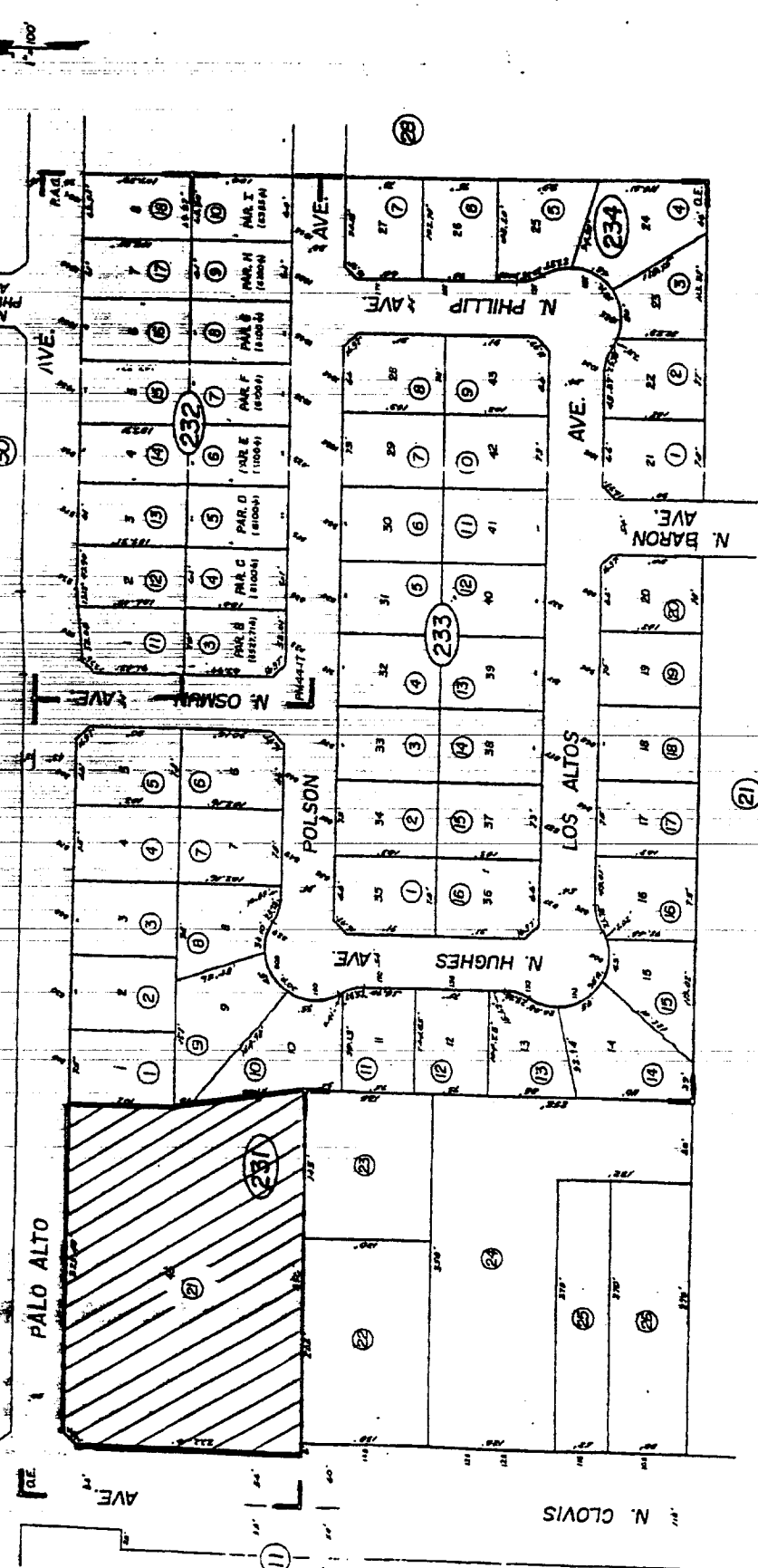
SCALE 1/16" OF 1" = 1' 00"

SUBDIVIDED LAND IN POR. SEC. 4, T. 13 S., R. 2 E., M. D. B. & M.

491-23

Top Rate Area  
1-100  
1-100

NOTE -  
This map is for information purposes only.  
It is not to be construed as portraying legal  
ownership or divisions of land for purposes  
of zoning or subdivision law.



Olive Estates, Tract No. 2684 - Plat Bk 31, Pg. 72  
Parcel Map No. 84-15, Bk 44, Pg. 17  
Palo Alto Gardens - Tract No. 3791 - Plat Bk 49, Pg. 50

Assessor's Map Bk 491 - Pg. 23  
County of Fresno, Calif.

NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles.

JUN 8 1999

14-1978

## COMPARABLE DATA

Listing No. 3



(FRE-C-01-04)

12/12/01

R. D. Henry



STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Listing

NO. 3 (FRE-C-01-04)

Property Address: E. side Clovis Avenue, 230' south of Palo Alto

Locale: Clovis

Legal Description or APN: 491-231-22, 23 & 24

Zone: C-2

Present Use: Vacant Land

Best Use: Office

Owner/Grantor: Virgil Maze & Jeff Witte

Grantee:

Listed With: Owner

Date Listed: 2 years

Interviewed and Dates: Virgil Maze, 12/04/01

Date Recorded:

Inst. No.:  
or Bk/Pg:

DTT \$

Date of Sale:

TD's/Lenders/Rates/Years

Price: \$ 1,002,000

Down Payment: \$

Adjustments: \$

Land:

Approx. Dimensions

Area

Unit Price

Irregular

100,188 s.f. @

\$10.00/SF

Improvements: None

\$ 1,002,000.00

\$ 0

\$ 1,002,000.00

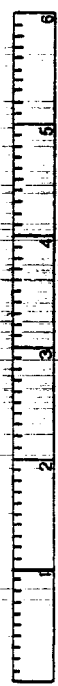
**Remarks:**

Interior parcel with 256 feet of frontage on Clovis Avenue. A broker who had a prior listing on the property feels that the land is listed for about twice what it is worth because office rents attainable at this location will only support about \$4.00 to \$5.00 per square foot land cost. All utilities & services are available. Within City of Clovis Redevelopment Plan.

Date Inspected: 12/12/01

By: R. D. HENRY

SCALE IN 1/10 OF AN INCH



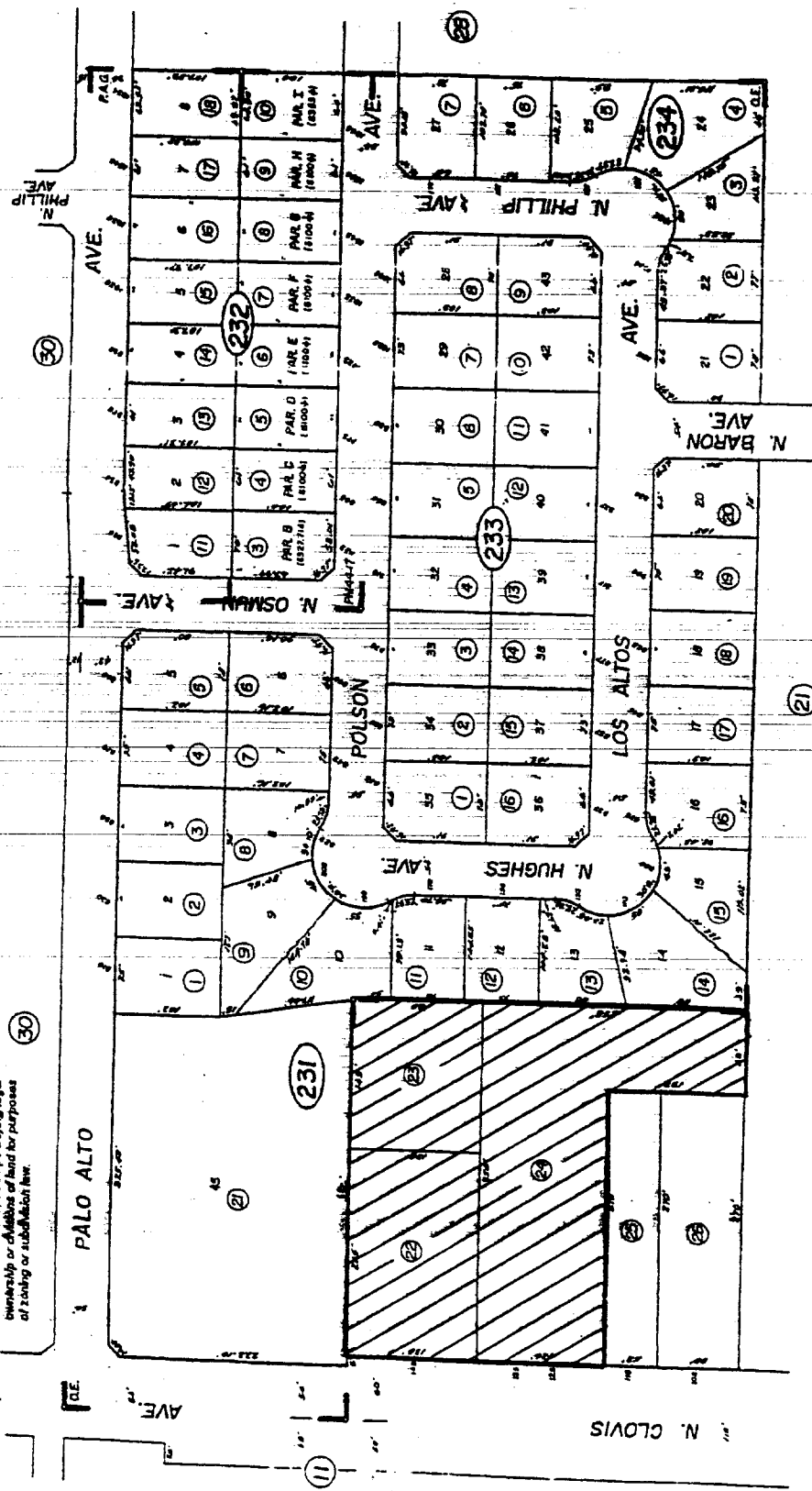
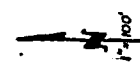
1-800-345-7334

SUBDIVIDED LAND IN POR. SEC. 4, T. 13 S., R. 21 E., M. D. B. & M.

491-23

NOTE -  
This map is for Assessment purposes only.  
It is not to be construed as purporting legal  
ownership or division of land for purposes  
of zoning or subdivision law.

Tax Rate Area  
1-40  
1-45



Olive Estates, Tract No. 2684 - Plat Bk. 31, Pg. 72  
Parcel Map No. 84-15, Bk. 44, Pg. 17  
Palo Alto Gardens - Tract No. 3791 - Plat Bk. 49, Pg. 50

Assessor's Map Bk. 491 - Pg. 23  
County of Fresno, Calif.

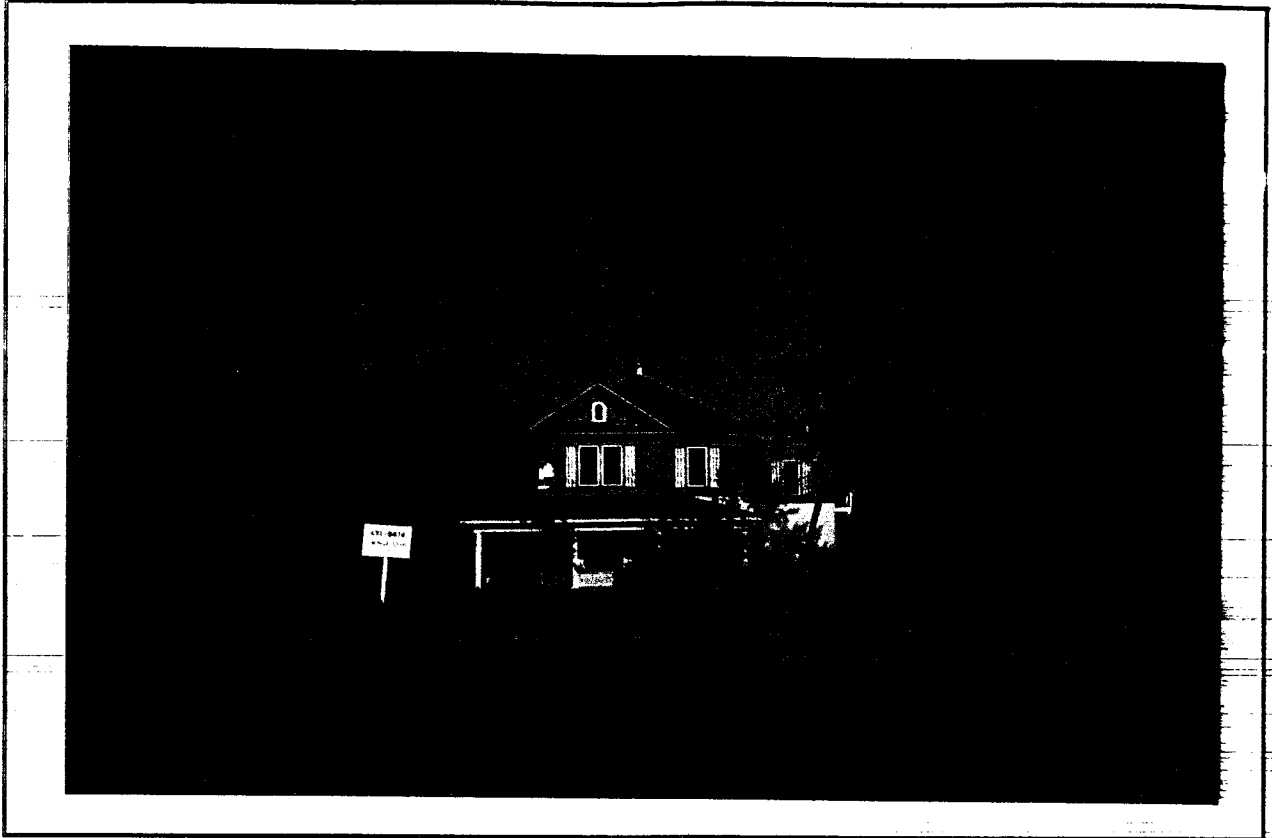
NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles

JUN 28 1999

11-1978

## COMPARABLE DATA

Sale No. 4



(FRE-C-99-20)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Commercial Land Sale NO. 4 (FRE-C-99-20)

Property Address: North side of Herndon Avenue, 385' east of Marion Avenue Locale: Clovis

Legal Description or APN: 562-142-13

Zone: C-1 Present Use: Old House Best Use: Commercial

Owner/Grantor: Fresno Pacific University Foundation, Trustee

Grantee: Jon HWU, et al

Listed With: Clovis Realty

Date Listed: Not Appraised

Interviewed and Dates: Title Advantage, Win 2 Data, M.L.S., Deed, Janet @ Clovis Realty; 01/12/01

Date Recorded: 03/20/00 Inst. No.: 32023 DTT \$ 440.00 Date of Sale: 12/07/99  
or Bk/Pg:

Price: \$ 400,000.00 Down Payment: \$ 80,000.00

TD's/Lenders/Rates/Years  
\$320,000.00 to seller  
Terms not revealed

Adjustments: \$ None

**Land:**

Approx. Dimensions

200' x 200'

Area

40,000 s.f. @

Unit Price

\$10.00/s.f.

\$ 400,000.00

Improvements: None

\$ 0

\$ 400,000.00

**Remarks:**

Lot currently contains an old house, which contributed no value. House will be moved & lot will be used for commercial development but specific use is unknown. Buyer bought for investment & may be re-sold. Located just east of the Herndon Avenue interchange with Highway 168.

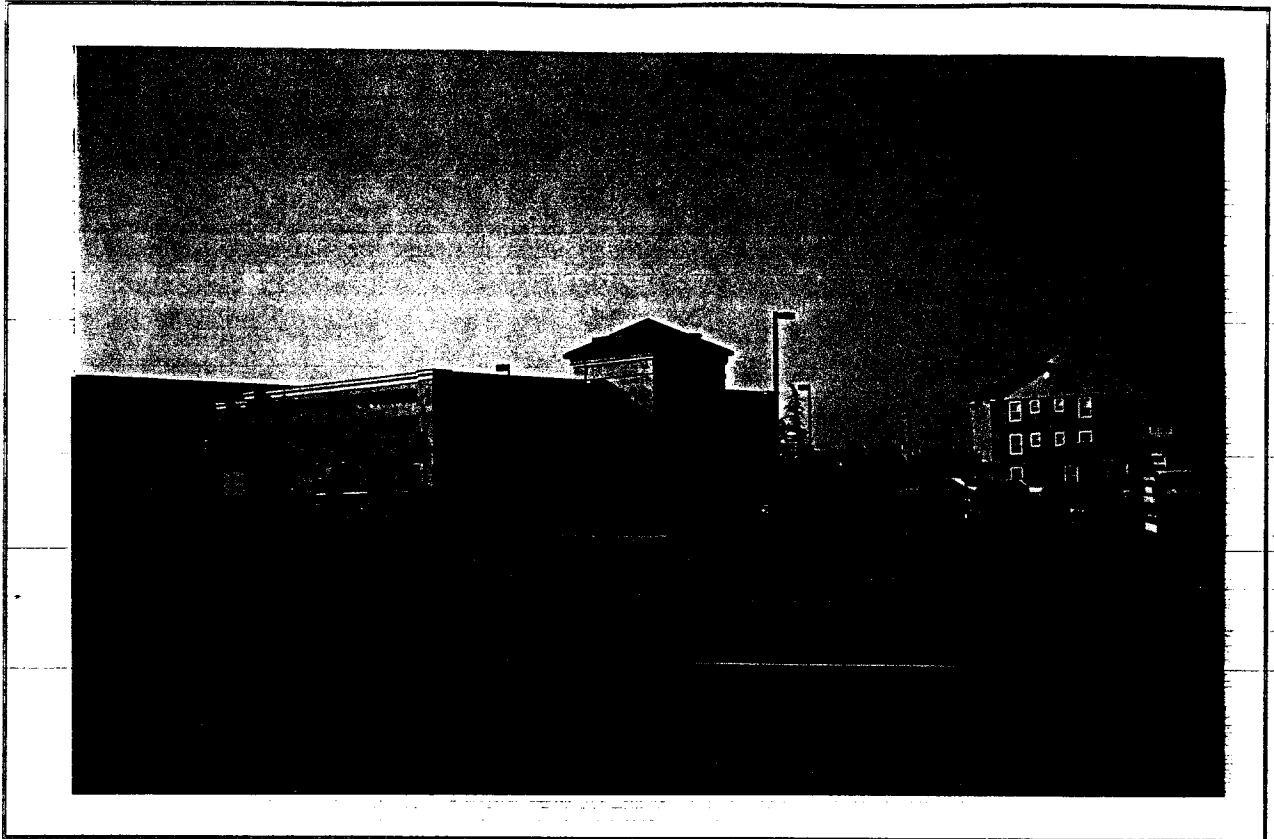
Date Inspected: 11/20/00

By: R. D. HENRY



## COMPARABLE DATA

Sale No. 5



(FRE-C-00-17)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Sale

NO. 5 (FRE-C-00-17)

Property Address: West side of Fresno Street, 152 feet north of Fir Avenue

Locale: Fresno

Legal Description or APN: 303-640-17

Zone: C-P / UGM

Present Use: IHOP Restaurant

Best Use: Present Use

Owner/Grantor: Campbell Holdings

Grantee: NRC Investors

Listed With:

Date Listed:

Interviewed and Dates: Jim Fainer, appraiser

Date Recorded: 03/20/00

Inst. No.: 32956  
or Bk/Pg:

DTT \$ Not on deed

Date of Sale: 01/06/00

Price: \$ 500,000

Down Payment: \$ Not revealed

TD's/Lenders/Rates/Years

Adjustments: \$ \_\_\_\_\_

Land:

Approx. Dimensions

Area

Unit Price

Irregular

44,431 s.f. @

\$11:25/s.f.

Improvements:

None

\$ 500,000.00

\$ 0

Total Consideration

\$ 500,000.00

Remarks:

Vacant site just north of Herndon Avenue, near a Freeway 41 interchange. Motel developer bought the larger parcel, split the lot, built a motel on the rear portion & sold this front portion for construction of an IHOP Restaurant. All utilities & city services were at the site.

Date Inspected: 06/22/01

By: R. D. HENRY

1-800-345-7334

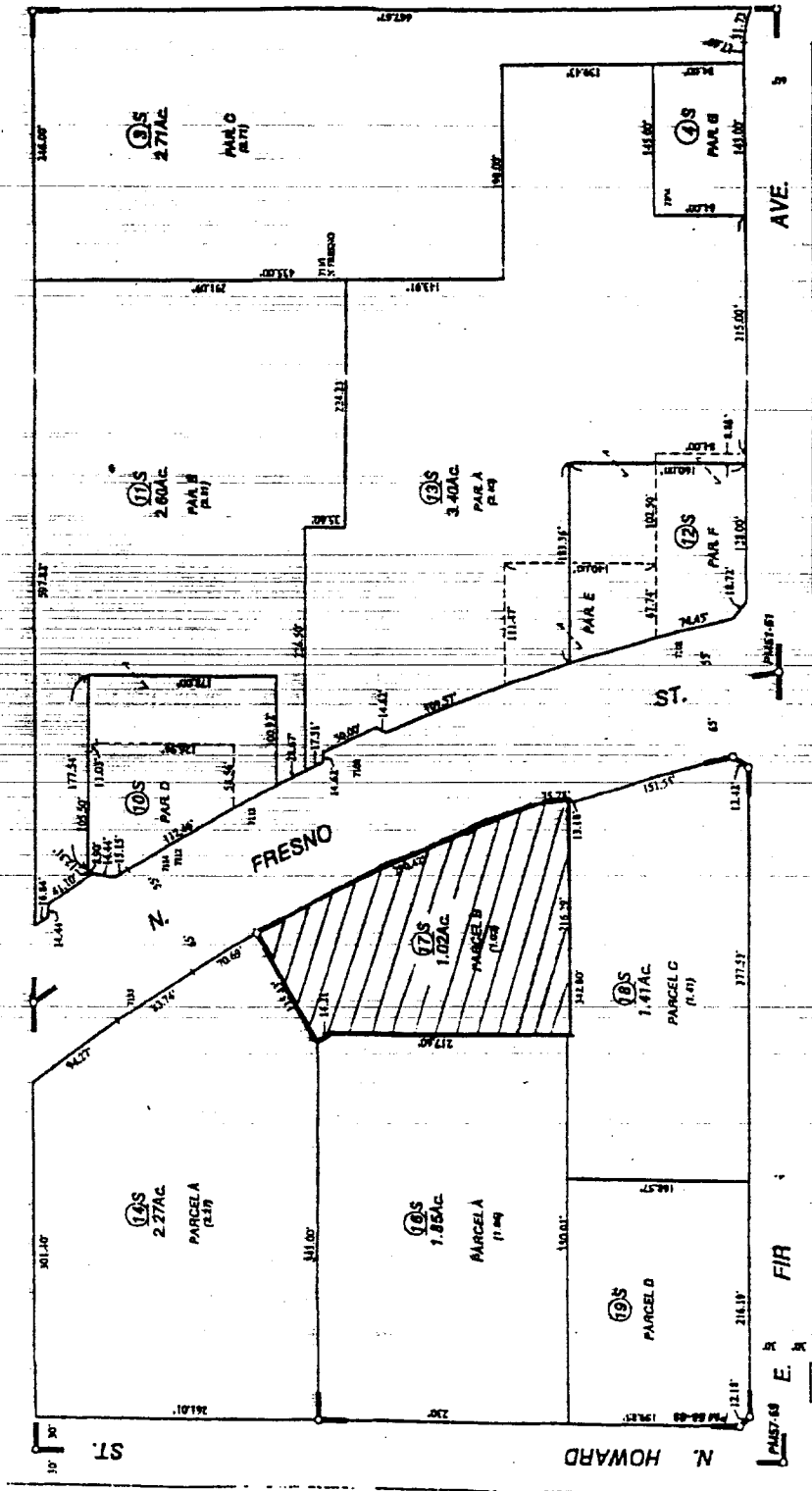
SCALE 1/16 OF AN INCH

303-64

SUBDIVIDED LAND IN POR. SEC 34, T.12S., R.20E., M.D.B. & M.

Tax Rate Area  
5-353

This map is for illustrative purposes only. It is not to be construed as a warranty or representation of any kind, and no liability shall be incurred by the Assessor for any error or omission.



Assessor's Map Bk 303 - Pg. 64  
County of Fresno, Calif.  
APR 25 2000

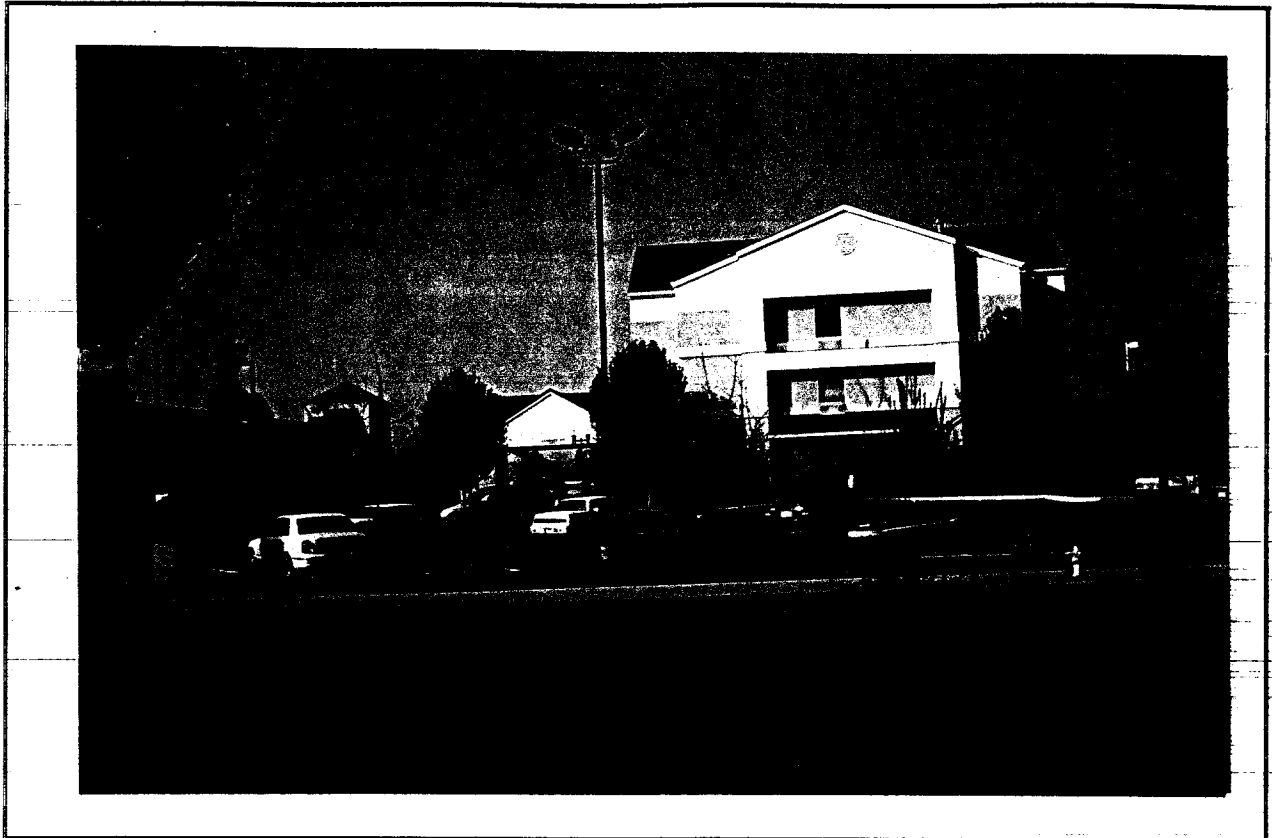
NOTE - Assessor's Block Numbers Shown in Ellipses.  
Assessor's Parcel Numbers Shown in Circles.

Parcel Map No. 88-54 - Bk 51, Pg. 61  
Parcel Map No. 96-18 - Bk 57, Pgs. 68 & 69  
Parcel Map No. 97-09 - Bk 58, Pgs. 69-70



## COMPARABLE DATA

Sale No. 6



(FRE-C-00-22)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Commercial Land Sale NO. 6 (FRE-C-00-22)

Property Address: 6065 N. Thesta Street

Locale: Fresno

Legal Description or APN: 409-200-47

Zone: C-P

Present Use: Vacant land

Best Use: Hotel

Owner/Grantor: Famco Enterprises

Grantee: Diwali Investment Corp.

Listed With:

Date Listed:

Interviewed and Dates: Experian & Deed

Date Recorded: 05/25/00

Inst. No.: 62374  
or Bk/Pg:

DTT \$ 632.50

Date of Sale: 05/16/00

Price: \$ 575,000

Down Payment: \$ Not revealed

TD's/Lenders/Rates/Years

Adjustments: \$

Land:

Approx Dimensions

136' x 365'

Area

1.14 ac. @

49,640 s.f. @

Unit Price

\$504,386/ac.

\$11.58/s.f.

Improvements:

None

\$ 575,000.00

\$ 0

Total consideration

\$ 575,000.00

Remarks:

Located on Thesta Avenue about 360 feet north of Bullard Avenue. The rear line of the property is adjacent to Freeway 41. There is a full interchange at Bullard Avenue. Just south of the subject property but access to the property from the freeway is circuitous by way of Bullard Avenue from a U-turn at Fresno Street to Thesta Avenue. A new Fairfield Inn was built on the site after the sale. There is another motel and restaurant adjacent. The balance of the immediate vicinity is comprised of medical offices.

Date Inspected: 12/06/01

By: R. D. HENRY



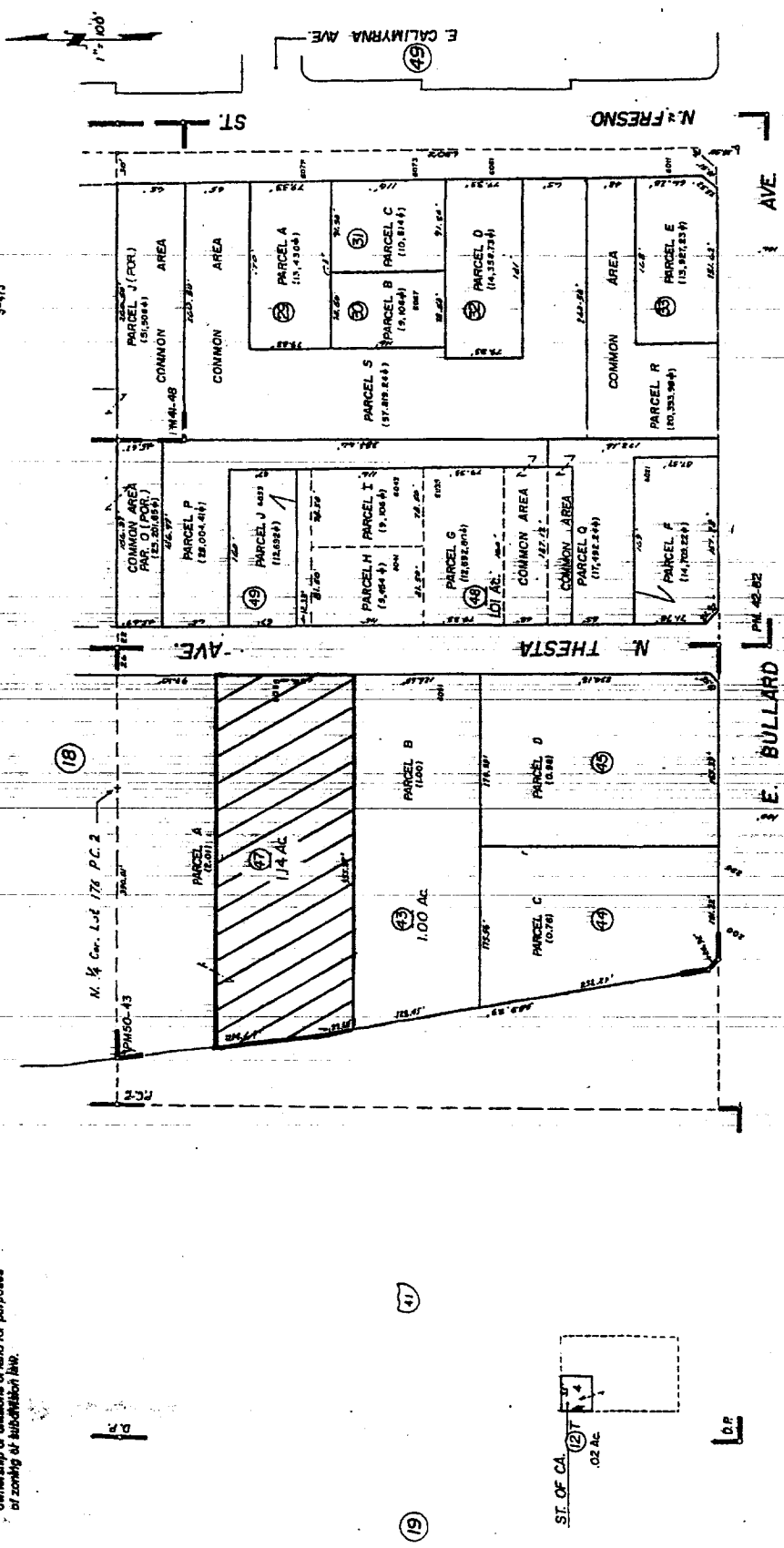
1-800-345-7334

NOTE:  
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ownership or interests in land for purposes  
of zoning or subdivision law.

SUBDIVIDED LAND IN POR. SEC. 3, T. 13S., R. 20E., M. D. B. & M.

Tax Area  
5-88  
5-115

409-20



JUN 28 1999

Dermer Park, Tract No. 1437-Plot Bk. 17, Pg. 59  
Perrin Colony No. 2 - (Amended) - Plot Bk. 4, Pg. 68  
Parcel Map No. 83-06, Bk. 41, Pg. 48

Bk 418

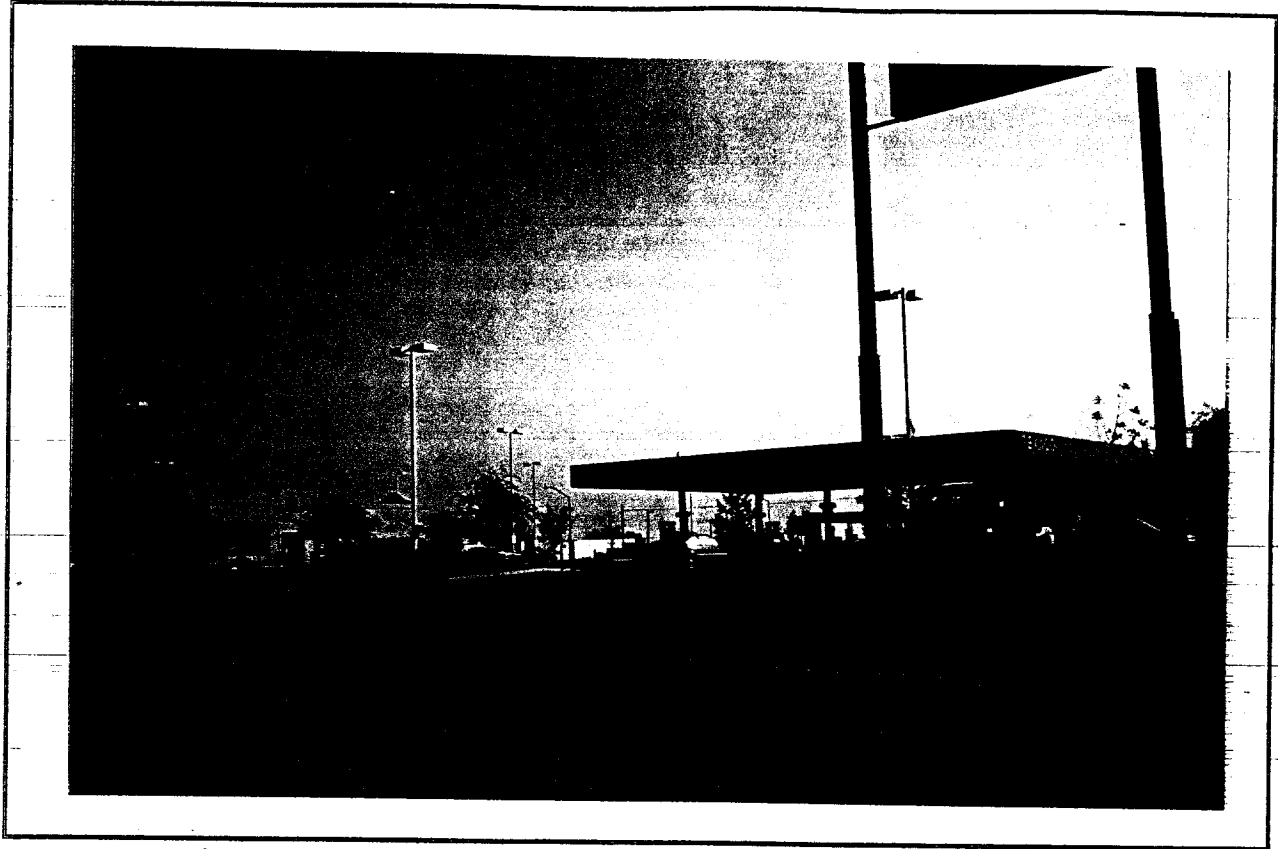
Parcel Map No. 84-46, Bk. 42, Pg. 62  
Parcel Map No. 89-25, Bk. 50, Pg. 43 & 44

NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circle

Assessor's Map Bk. 409 - Pg. 20  
County of Fresno, Calif.

## COMPARABLE DATA


Sale No. 7



(FRE-C-95-11)

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Commercial Land Sale NO. 7 (FRE-C-95-11)  
Property Address: SWC of Herndon Avenue & Golden State Blvd. Locale: Fresno  
Legal Description or APN: 504-141-11 & 12  
Zone: M-1 Present Use: Gas & Restaurants Best Use: Present Use  
Owner/Grantor: Lisa K. Ouimet  
Grantee: Burger Duo Property Development II, LLC  
Listed With: Not Available Date Listed: Not Available  
Interviewed and Dates: Jim Fanner & Deed  
Date Recorded: 07/16/96 Inst. No.: 90330 DTT \$ 1,375.00 Date of Sale: 03/06/95  
or Bk/Pg:  
Price: \$ 1,250,000.00 Down Payment: \$ Cash to seller  
Adjustments: None TD's/Lenders/Rates/Years

Land:   
Approx. Dimensions Area Unit Price  
Irregular 101,931 s.f. @ \$12.26  
2.34 ac.

Improvements: None \$ 1,250,000.00  
\$ 0  
Total Consideration \$ 1,250,000.00

Remarks:

\*M-1 zoning at time of sale subsequently changed to commercial zoning. Located just east of the interchange of Herndon Avenue with Highway 99. Subsequently developed to a Texaco gas station, Mini-Mart, Burger King & Taco Bell. All offsite improvements & utilities were in.

Date Inspected: 11/20/00

By: R. D. HENRY

1-800-345-7334

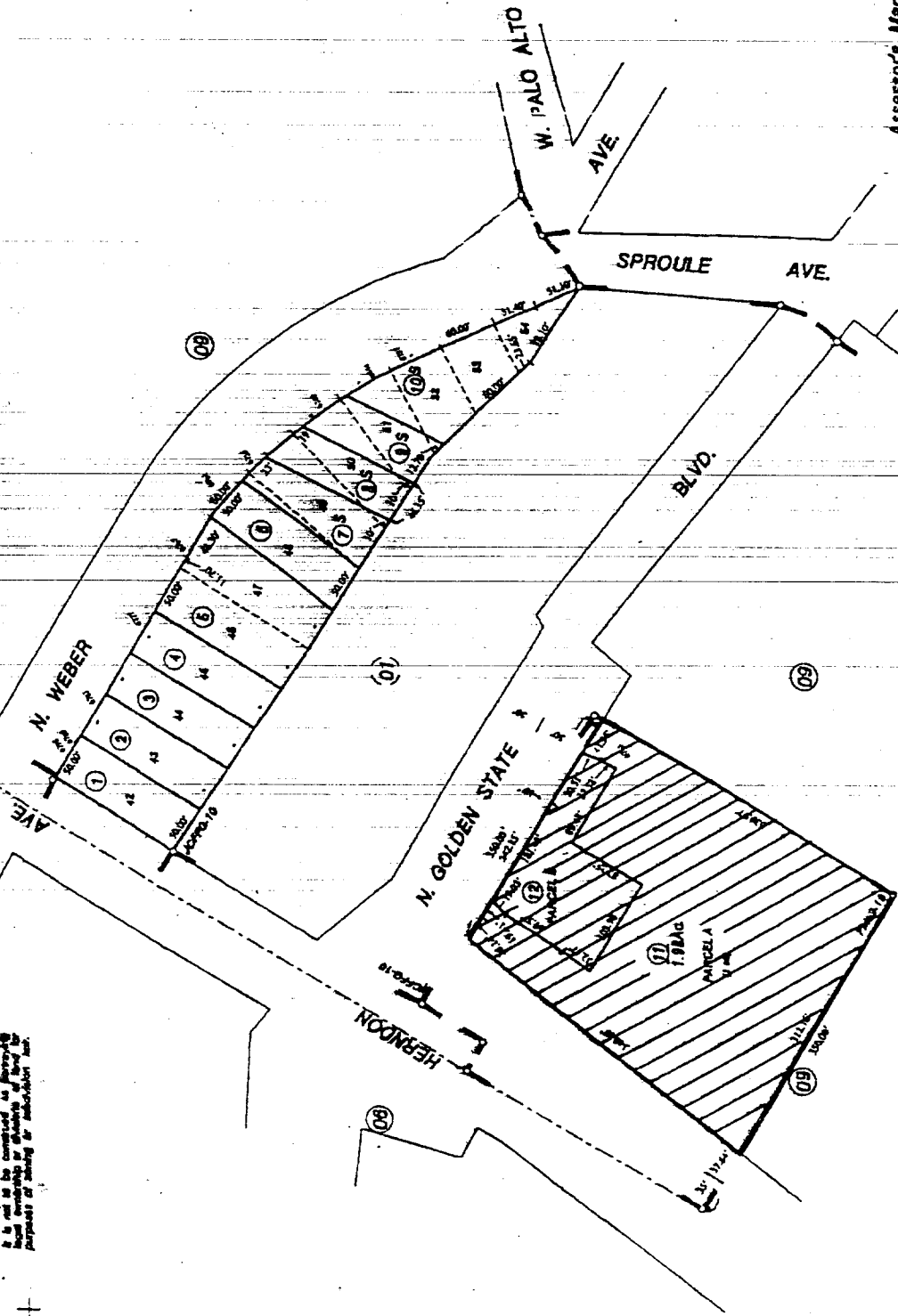
SCALE 1/16 OF AN INCH

504-14

Tax Rate Area  
5-410

SUBDIVIDED LAND IN POR. SEC. 4, T.13S., R.19E., M.D.B.&M.

This map is for information purposes only.  
It is not to be construed as a warranty  
and is not to be used for any purpose  
other than that for which it was prepared.



J.C. Forkner Fig Garden No. 10-Plat Bk. 10, Pg. 38  
Parcel Map No. 58-12 - Bk. 59, Pgs. 18 & 19

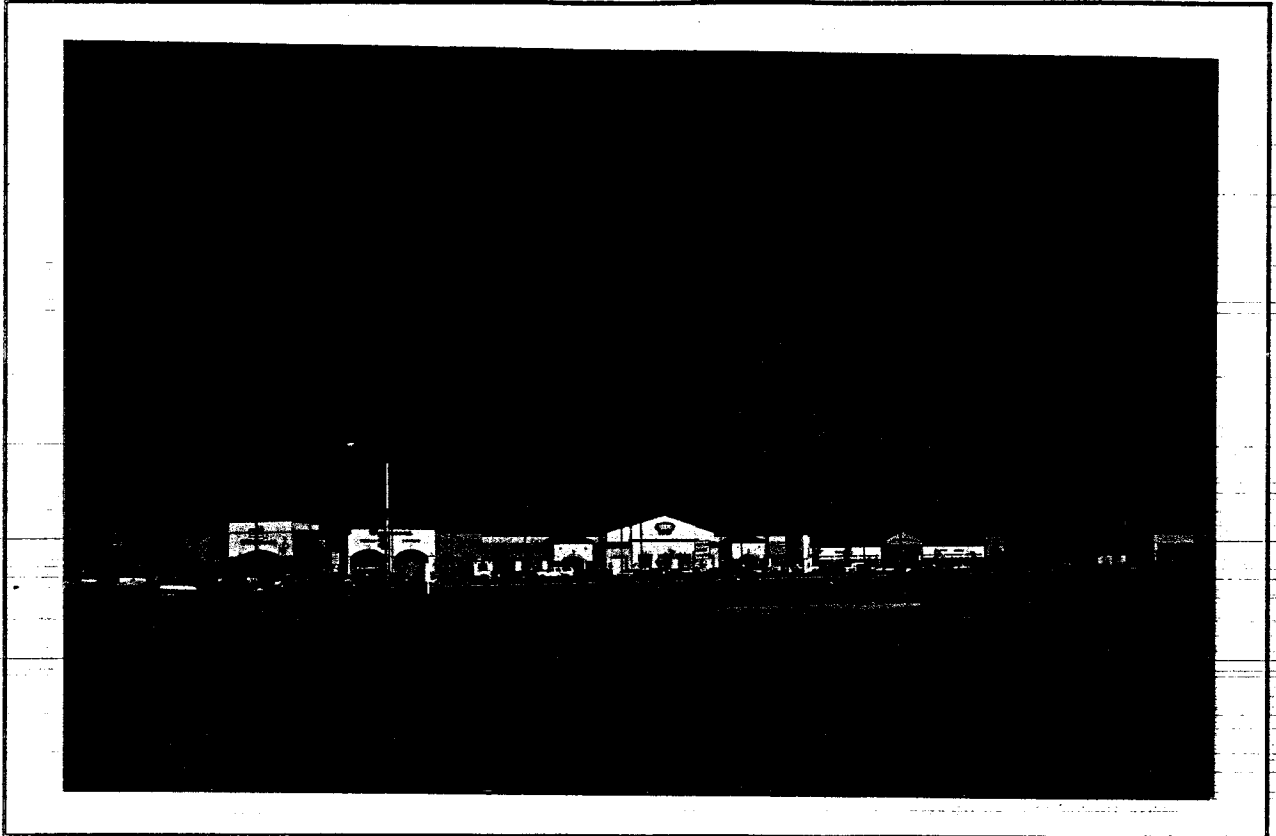
Assessor's Map Bk. 504 - Pg. 14  
County of Fresno, Calif.

NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles

4/21/2000

## COMPARABLE DATA

Sale No. 8



(FRE-C-00-18)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Sale NO. 8 (FRE-C-00-18)  
Property Address: NEC of Herndon & Fowler Avenues Locale: Clovis  
Legal Description or APN: 563-132-01 (portion) Parcels A - G, PM 99-8  
Zone: C-M Present Use: Vacant Best Use: Commercial  
Owner/Grantor: James E. Oliver, et al, trustees  
Grantee: Canyon/Cahan Clovis, LLC  
Listed With: No broker involved Date Listed: N/A  
Interviewed and Dates: Comps Inc. & Deed

Date Recorded: 07/11/00 Inst. No.: 81610 DTT \$ 4,231.15 Date of Sale: 07/06/00  
or Blk/Pg:  
Price: \$ 3,846,500 Down Payment: \$ All cash  
Adjustments: \$ TD's/Lenders/Rates/Years

Land:

Approx. Dimensions

Irregular

Area

522,720 s.f. @  
12 ac. @

Unit Price

\$7.36/s.f.  
\$320,542/ac.

Improvements:  
None

\$ 3,846,500.00

\$ 0

Total Consideration

\$ 3,846,500.00

Remarks:

A level piece of raw acreage at the northeast fringe of the City of Clovis, in the path of growth. Purchased to build a neighborhood shopping center. Has about 854 feet of frontage on Herndon Avenue & about 525 feet of frontage on Fowler Avenue. Utilities at site.

Date Inspected: 11/16/01

By: R. D. HENRY





## COMPARABLE DATA

Sale No. 9



(FRE-C-00-19)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Sale NO. 9 (FRE-C-00-19)  
Property Address: SEC Friant Expressway & Audobon Drive Locale: Fresno  
Legal Description or APN: Portion of 402-220-35, 36 & 37  
Zone: C-P & R-P Present Use: Vacant land Best Use: Retail or office  
Owner/Grantor: Valley Children's Hospital  
Grantee: Friant/Audobon Business Center. LLC  
Listed With: Fortune Real Estate Date Listed:

Interviewed and Dates: Pete Cooper, appraiser, 05/22/01

Date Recorded: 11/29/00 Inst. No.: 141878 DTT \$ 4,881.80 Date of Sale: 08/25/00  
or Bk/Pg:  
Price: \$ 4,438,000 Down Payment: \$ All cash to seller  
Adjustments: \$ 57,742.00 Bond assumption TD's/Lenders/Rates/Years

Land:

Approx Dimensions  
Irregular

Area  
847,678 s.f. @  
19.46 ac. @

Unit Price  
\$5.03/s.f.  
\$231,025/ac.

Improvements:  
None

\$ 4,495,742.00

\$ Ø

Total Consideration

\$ 4,495,742.00

Remarks:

All utilities & city services are at the property. Curb & gutter were in. Vacant land in a very high profile location near a Freeway 41 interchange & near Woodward Park. Zoned for office use. Original 38.92 acre parcel was split & this half went to this buyer.

Date Inspected: 06/22/01

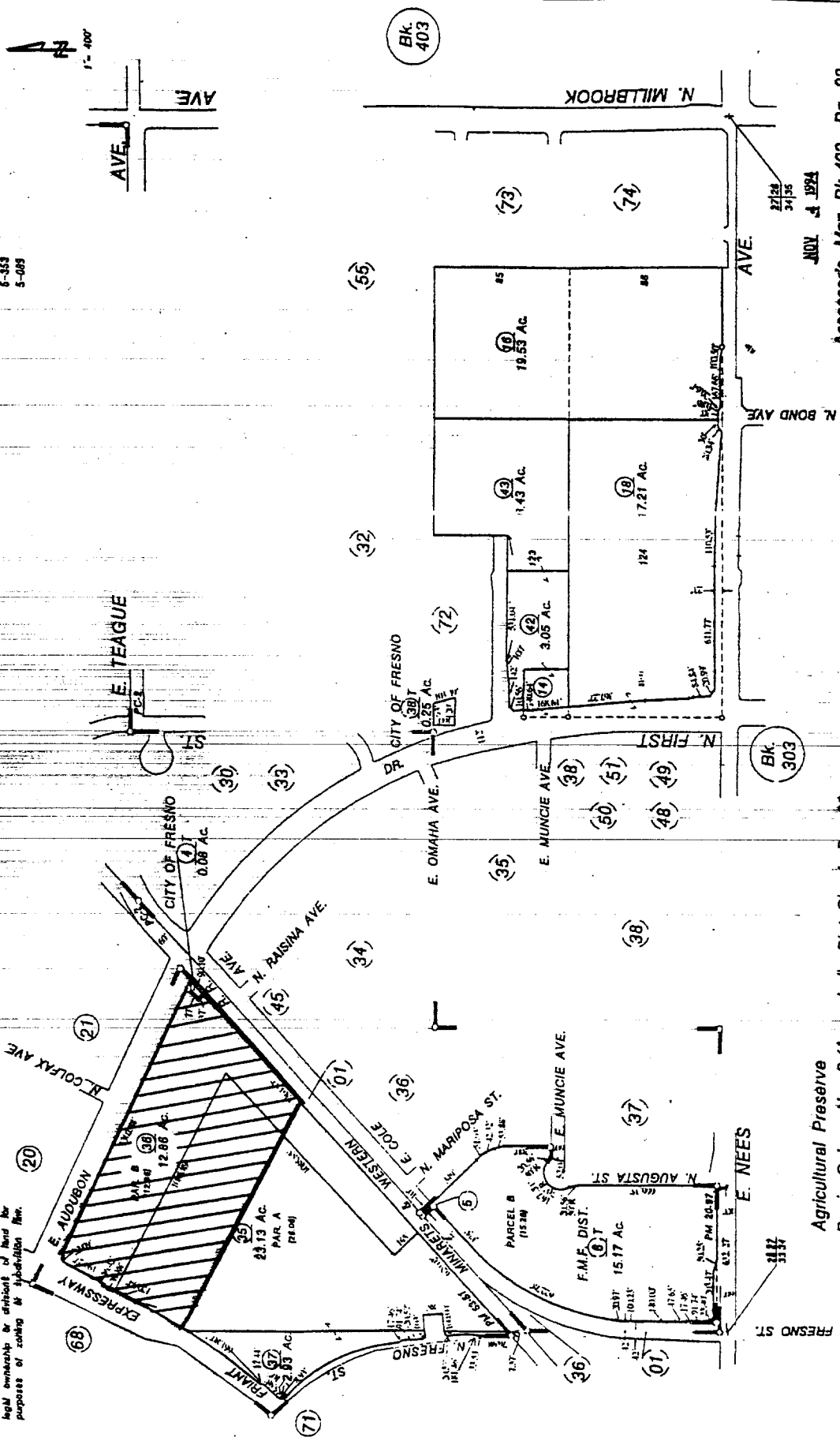
By: R. D. HENRY

402-22

Tax Rate Area  
5-151  
6-353  
5-069

SUBDIVIDED LAND IN POR. SEC. 27, T.12S., R.20E., M.D.E. & M.

NOTE  
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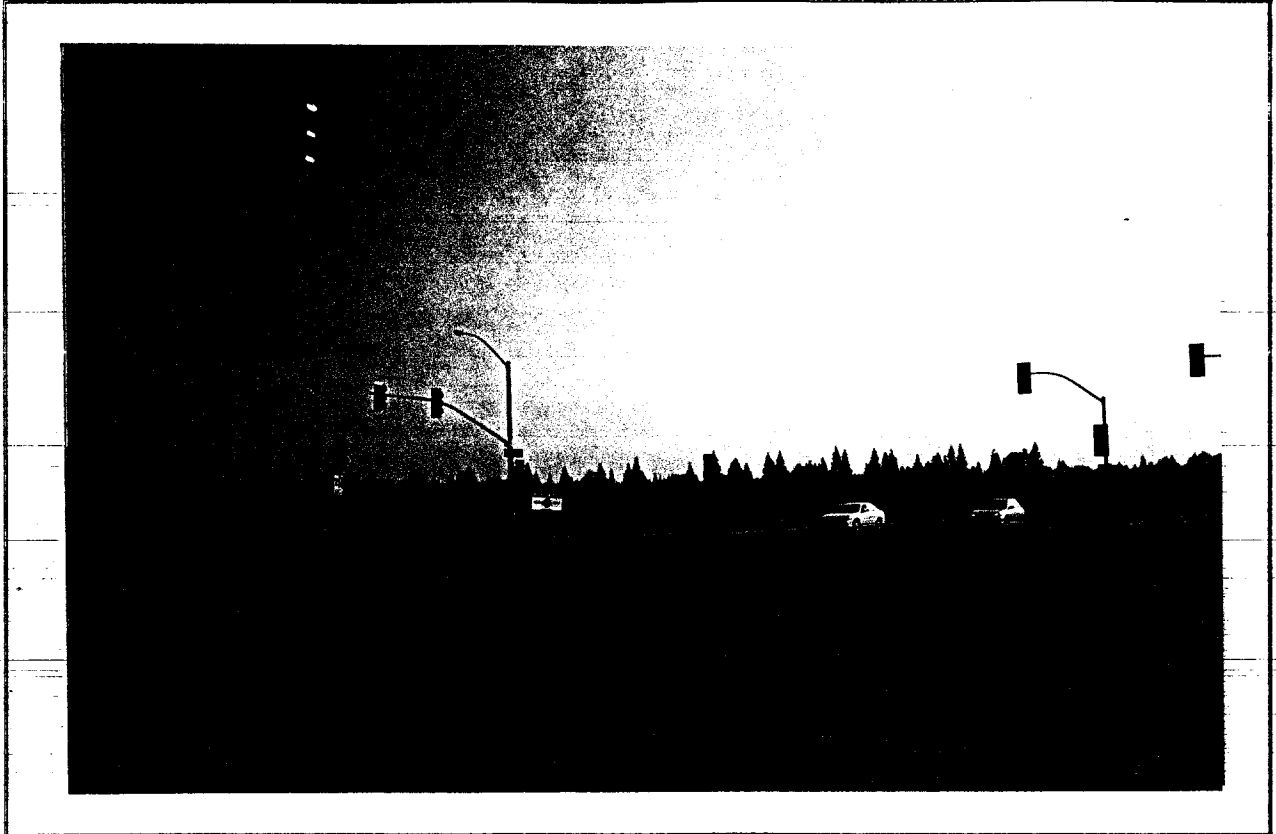
Assessor's Map Bk. 402 - Pg. 22  
County of Fresno, Calif.

NOTE - Assessor's Block Numbers Shown in Ellipses.  
Assessor's Parcel Numbers Shown in Circles.

Agricultural Preserve  
Perrin Colony No. 2 (Amended) - Plat Bk. 4, Pg. 68  
Parcel Map No. 76-31 - Bk. 20, Pg. 97  
Parcel Map No. 91-22 - Bk. 53, Pgs. 51 & 52

## COMPARABLE DATA

Sale No. 10



(FRE-C-00-20)

12/12/01

R. D. Henry

STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Land Sale NO. 10 (FRE-C-00-20)  
Property Address: NEC Friant Expressway & Fresno Street Locale: Fresno  
Legal Description or APN: Portion of 402-220-35, 36 & 37  
Zone: C-P & R-P Present Use: Vacant Land Best Use: Retail or office  
Owner/Grantor: Valley Children's Hospital  
Grantee: Dewayne Zinkin  
Listed With: Fortune Real Estate Date Listed:  
Interviewed and Dates: Pete Cooper, appraiser, 06/22/01  
Date Recorded: 10/31/00 Inst. No.: 134025 DTT \$ 4,615.60 Date of Sale: 08/25/00  
or Bk/Pg:  
Price: \$ 4,196,000 Down Payment: \$ All cash to seller  
Adjustments: +\$57,742.00 Bond assumption  
TD's/Lenders/Rates/Years

Land:  
Approx. Dimensions  
Irregular

Area  
19.46 ac. @  
847,678 s.f. @  
Unit Price  
\$218,589/ac.  
\$5.02/s.f.

Improvements:  
None

\$ 4,253,742.00

\$ Ø

Total Consideration

\$ 4,253,742.00

Remarks:

All utilities & city services are at the property. Curb & gutter were in. Vacant land in a very high profile location near a Freeway 41 interchange. Zoned for offices, but buyer attempting to re-zone for retail use. Near Woodward Park. Original 38.92-acre parcel was split & this half went to this buyer.

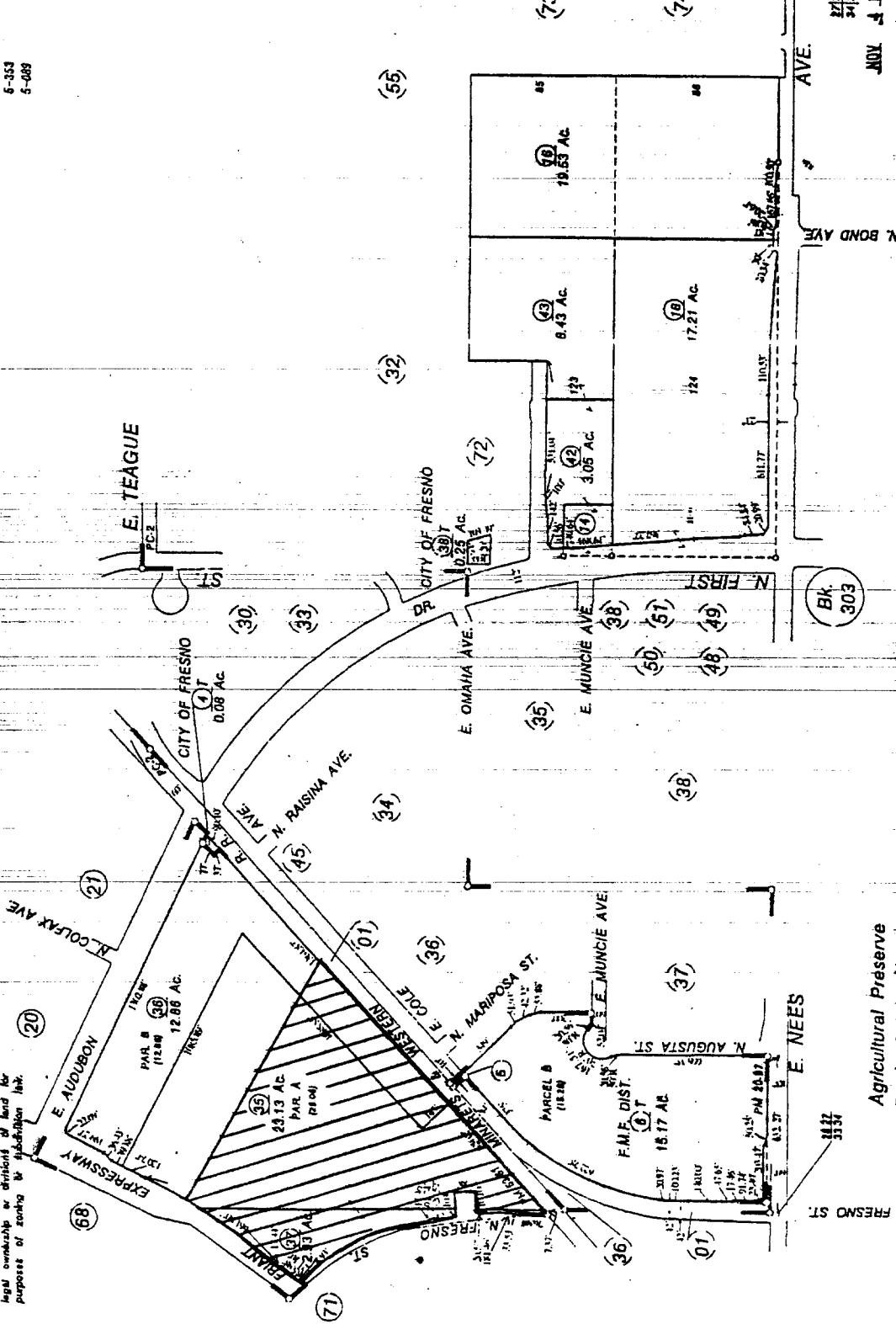
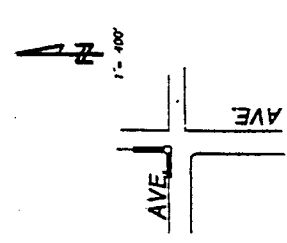
Date Inspected: 06/22/01

By: R. D. HENRY

NOTE  
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legal ownership or definition of land for  
purpose of zoning or subdivision law.

SUBDIVIDED LAND IN P.O.R. SEC. 27, T.12S., R.20E., M.D.13 & M.

402-22  
Tax Rate Area  
8-151  
5-353  
5-089



Agricultural Preserve  
Perrin Colony No. 2 (Amended) - Plat Bk. 4, Pg. 68  
Parcel Map No. 76-31 - Bk. 20, Pg. 97  
Parcel Map No. 91-22 - Bk. 53, Pgs. 51 & 52

NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles

Assessor's Map Bk. 402 - Pg. 22  
County of Fresno, Calif.

NOV 4 1994

## COMPARABLE DATA

Sale No. 11



(FRE-C-00-23)

12/12/01

R. D. Henry



STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION  
**COMPARABLE DATA**  
RW 7-11 (4/93)

TYPE: Commercial Land Sale NO. 11 (FRE-C-00-23)  
Property Address: NWC Herndon & Ingram Avenues Locale: Fresno  
Legal Description or APN: Now 405-560-32 & 33  
Zone: C-6 / EA Present Use: Vacant Best Use: Commercial  
Owner/Grantor: Calcot, LTD.  
Grantee: Wal-Mart Real Estate Business Trust  
Listed With: Mehmet Noyan Co. Date Listed: 02/01/00  
Interviewed and Dates: Mehmet Noyan, 11/30/01 446-1100

Date Recorded: 12/04/00 Inst. No.: 147571 DTT \$ Not on deed Date of Sale: 11/16/00  
or Bk/Pg:  
Price: \$ 4,511,831.50 Down Payment: \$ All cash  
Adjustments: + \$1,057,810 Improvement bond paid off  
TD's/Lenders/Rates/Years

Land:	Area	Unit Price
<u>Approx Dimensions</u>		
Irregular	18.68 ac. @	\$298,161/ac.
	813,700 s.f. @	\$6.84/s.f.

Improvements:	\$ 5,569,641.50
None	\$ 0
Total Consideration	\$ 5,569,641.50

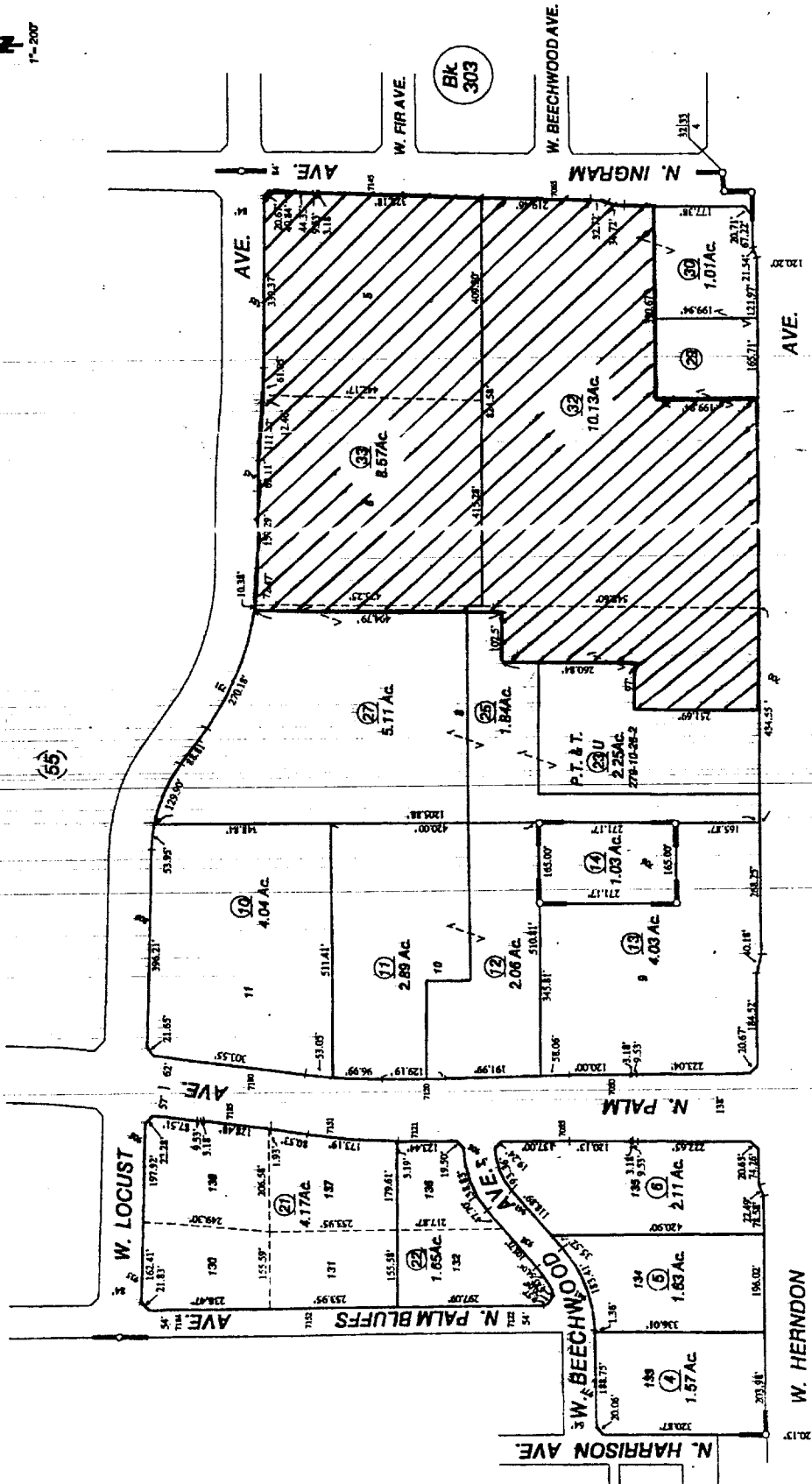
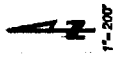
Remarks: Very prominent finished commercial site with all street improvements and utilities in place. Located on a corner in the new Palm Bluffs Business Park, which is developing rapidly to first class businesses and clean light industrial uses. Improvement bond paid off by buyer in the amount of \$1,788,325 and then reimbursed \$730,515 by seller when building permits were pulled. Net price paid for bond was \$1,057,810. Has very good exposure & street frontage on three sides, but access only on two sides.

Date Inspected: 11/30/01 By: R. D. HENRY

SUBDIVIDED LAND IN POR. SEC. 32, T.12S., R.20E., M.D.B.&M.

Tax Rate Area  
405-56

NOTE ---  
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legal ownership or divisions of land for  
purposes of zoning or subdivision law.



Bk 407

Tract No. 4637 - Plat Bk 62, Pgs. 39-48

Assessor's Map Bk 405 - Pg. 56  
County of Fresno, Calif.

NOTE - Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles

FEB 2, 2001